

Last-Minute Politics: Voter Shifts Make U.S. Races Hard to Call

By E.J. Dionne Jr.
New York Times Service

WASHINGTON — Off-off-year elections are poor guides to the future of national politics. But the contests this year offer some striking evidence of an electorate given to sudden shifts in allegiance and of local political establishments in deep disarray.

On Tuesday, in a year when there will be no congressional contests, voting highlights were gubernatorial elections in Kentucky and Mississippi and a bitter mayoral election in Philadelphia.

In all three races, Democrats were favored, although Republicans seemed to be surging in the final moments in Mississippi. In Philadelphia, where Mayor W. Wilson Goode, a Democrat, faces former Mayor Frank L. Rizzo, a Republican, the outcome was likely to depend on which party did a better job turning out its vote.

If any of these contests produces a surprise, that will not be much of a surprise for those who have been following the 1987 elections. In state after state, what seemed like obvious wisdom at one stage in a campaign turned into patent nonsense later.

The pattern for this year was set first in the Kentucky Democratic gubernatorial primary in May. The early wisdom was that former Governor John Y. Brown was the favorite, and that his major challenger would be Lieutenant Governor Steve Beshear.

Other candidates included a little-known businessman, Wallace Wilkinson. He registered only about 5 percent in opinion surveys and seemed to have absolutely no chance.

Mr. Wilkinson won. In fact, he won easily on a blaze of television commercials that painted him as the nonpolitician who would change the way politics was conducted in Kentucky and stop any new tax increases by instituting a state lottery.

What was most striking is that Mr. Wilkinson picked up most of his support the final week of the campaign.

Next came Louisiana, and there the wisdom proved right on one thing: Governor Edwin W. Edwards, a Democrat, his image blackened by corruption charges, his popularity sapped by the economic mess in the state, lost.

But the man who defeated him in a multiparty primary was a surprise. Representative Buddy Roemer, a Democrat like Mr. Wilkinson, had been last in the surveys all summer. Other candidates, including Representative Robert L. Livingston, a Republican, seemed the far more likely victor.

In the final two weeks of the campaign Mr. Roemer ran an aggressive television advertising program and vaulted past everyone.

Like Mr. Wilkinson, Mr. Roemer cast himself as the champion of those who wanted to take on the power structure. Like Mr. Wilkinson, he was a Democrat with an appeal to conservatives.

Mr. Roemer was so strong that he knocked Mr. Livingston into a poor third-place finish, persuading Mr. Edwards, who came in second, to drop out rather than face a humiliating result in the runoff.

In Mississippi, matters were only slightly different. The state auditor, Ray Mabus, went into the campaign with broad support, and his overwhelming victory in the Democratic primary was not nearly the surprise that Mr. Roemer's or Mr. Wilkinson's was.

What Mr. Mabus shared with those candidates, however, was an anti-establishment image, in this case based on achievements in battling corruption in local Mississippi government.

Harris Diamond, a consultant to Mr. Roemer's campaign, says all three races have important things to say about future U.S. politics. In the first place, he says they demonstrate that the power of local politicians to deliver votes is at a record low.

"The old-boy network is dead," Mr. Diamond said. "Roemer, Wilkinson and Mabus all ran without — and against — the courthouse crowd."

Absent ideology, bossism or tradition, what was left was television. John D. Deardourff, a leading Republican media consultant, said: "It really takes to the end of the campaign now for voters to really get a fix on people."

"For most people," he said, "the electoral process is a 72-hour phenomenon. It puts much too high a premium on the work of people like me."

Mr. Diamond said the trend toward last-minute voting decisions reflected the extent to which voters were repelled by and impatient with the demands of politics.

Last-minute politics may, in fact, be coming back to haunt Mr. Mabus in Mississippi. Though he led all summer over Jack Reed, a Republican, he has been steadily dropping in the surveys and was said to face a far closer contest than expected.

Even Mr. Wilkinson, in the Kentucky gubernatorial race, has suffered from last-minute changes of heart in the final weeks of the contest. His once-overwhelming lead over John Harper, a Republican state legislator, appears to have slipped, though Republicans concede it would take a miracle for Mr. Harper to win.

If there is a lesson for 1988 presidential politics, it may be that, especially in the Democratic contests, where the candidates are neither well-known nor especially easy to characterize philosophically, the early standings mean less than usual.



The Democratic presidential hopefuls debated social policy Monday in New Orleans. From left are Governor Michael S. Dukakis of Massachusetts, Representative Richard A.

Gephardt of Missouri, the Reverend Jesse L. Jackson, former Governor Bruce Babbitt of Arizona, Senator Albert Gore Jr. of Tennessee and Senator Paul Simon of Illinois.

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NATO Discusses Placing New N-Arms in Europe

By R. Jeffrey Smith
Washington Post Service

MONTREY, California — Defense ministers of the North Atlantic Treaty Organization have gathered here to consider plans for deploying new nuclear forces in Europe after U.S. and Soviet leaders sign a treaty eliminating intermediate-range nuclear weapons.

The classified plans, drawn up in recent months by NATO's High-Level Group of defense officials, are said to include options for deploying new fighter aircraft, battle-field missiles, air-launched cruise missiles and other weapons with ranges of 1,000 to 3,000 miles.

These forces fall outside the purview of the treaty, which covers U.S. and Soviet medium- and short-range nuclear missiles.

A summit meeting between President Ronald Reagan and the Soviet leader, Mikhail S. Gorbachev, to sign the treaty is scheduled for Dec. 1 in Washington. The "double-zero" treaty would force the Soviet Union to dismantle its SS-20 mobile missiles as well as SS-4 and SS-20 short-range missiles.

Interest in the new deployments stems from what Defense Secretary Casper W. Weinberger described as a need to correct the "mal-deployment" of nuclear forces that would remain after the intermediate-range forces treaty takes effect.

U.S. and NATO officials have repeatedly tried to avoid any impression that the plans to be discussed this week are designed to compensate for the withdrawal of SS-20 U.S. Pershing-2 and ground-launched cruise missile warheads under the treaty.

Such an impression would play into the hands of Moscow, officials said in Monterey, by lending credence to Soviet allegations that the deployments would enable the West to circumvent the arms agreement.

"As you take down warheads, you have to look at what's left," Mr. Weinberger said Monday. "One of the ways of ensuring that what's left is enough is modernization."

According to an Oct. 22 speech by Mr. Weinberger at Johns Hopkins University, one of the new weapons under consideration is a "follow-on to the aging Lance sur-

face-to-surface" missile, which has a range of 74 miles and is deployed in West Germany, Britain, Belgium, Italy and the Netherlands.

Mr. Weinberger also spoke of the need to "increase the effective range" and survivability of NATO aircraft capable of carrying conventional and nuclear warheads.

"In the absence of the Pershing-2s and ground-launched cruise missiles, this is essential" to provide the alliance with a capability to strike Soviet territory from Western Europe, Mr. Weinberger said.

There are 400 U.S. Poseidon submarine missile warheads, 1,071 nuclear-capable aircraft and more than 1,000 tactical nuclear artillery shells that are not covered by the intermediate-forces treaty and available to NATO forces.

A third NATO option, which has aroused some protests from West Germany, is to deploy new battle-field nuclear artillery shells and increase their range to about 30 miles from about 12 miles.

The West Germans are said to be concerned that such shells will be used on their territory, and have recommended instead that NATO consider negotiating U.S. and Soviet reductions in such weapons. But other allied governments have opposed the negotiations as a step toward the "denuclearization" of Western Europe.

A fourth option is the deployment of new air-launched cruise missiles with a range of about 350 miles. There also has been scattered discussion of deploying new sea-launched cruise missiles under NATO control, but the idea has so far attracted little enthusiasm.

A final NATO decision is still months or years away, according to the U.S. representative to the alliance, Alton G. Keel Jr.

Mr. Keel acknowledged that the effect of a decision to deploy more modern nuclear forces would be to limit the total number of U.S. warheads removed from Europe, lessening the treaty's impact on NATO's military posture.

He added that none of the options calls for a "one-for-one substitution" of new warheads for those being removed.

"I think there will be a net reduction" in the number of U.S. warheads under NATO control, he said.



Ann Dore McLaughlin

Reagan Names Labor Aide

The Associated Press

WASHINGTON — President Ronald Reagan on Tuesday nominated Ann Dore McLaughlin, a former undersecretary of the interior, to succeed William E. Brock as secretary of labor.

"Welcome to the team," Mr. Reagan said as he announced her nomination at the White House.

Mrs. McLaughlin called the nomination "a very special privilege" that would give her "a special bond" with American workers.

There appeared to be little opposition among Democrats or union leaders to her confirmation by the Senate.

White House aides had said that Mr. Reagan wanted a woman in his cabinet. Elizabeth H. Dole announced her resignation as transportation secretary in September to work on the presidential campaign of her husband, Senator Bob Dole, Republican of Kansas.

Mrs. Brock announced his resignation in October.

Mrs. McLaughlin, 45, resigned last March as the No. 2 official in the Interior Department following several disagreements with Interior Secretary Donald P. Hodel.

Anticipating the nomination of Mrs. McLaughlin, Rex Hardesty, a spokesman for the AFL-CIO, the largest U.S. labor organization, said Monday that the group knew "of nothing to recommend her nor nothing to oppose her."

"So," he said, "the AFL-CIO looks forward to working with the new secretary of labor."

Adelman Doubts Strategic Arms Pact

By Jack Nelson
Los Angeles Times Service

WASHINGTON — President Ronald Reagan has little or no chance of reaching an agreement with the Soviet Union to reduce long-range missiles, Kenneth L. Adelman, director of the Arms Control and Disarmament Agency, said Monday.

He added that Mr. Reagan also faces substantial problems in seeking Senate ratification of the soon-to-be-completed treaty banning medium- and short-range nuclear weapons.

Mr. Adelman, who has announced plans to leave the Reagan administration after the December summit meeting with the Soviet leader, Mikhail S. Gorbachev, said he still expects the Senate to ratify the Intermediate Nuclear Forces treaty eventually. But he said Senate opponents would be emboldened by Mr. Reagan's political weakness in the aftermath of the Iran-contra affair and could try to attach "killer" amendments aimed at precluding ratification.

By the time political opponents have finished attacking it, Mr. Adelman contended, the agreement "won't seem like such a grand achievement." Although he said he supported the treaty, Mr. Adelman said that opponents could make "powerful arguments" that it was bad for national security. And he expressed concern about verification of Soviet compliance.

Mr. Reagan and Mr. Gorbachev plan to sign the treaty, which Mr. Reagan has hailed as the first agreement ever to eliminate an entire class of nuclear weapons, at a summit meeting in Washington scheduled for Dec. 7.

Administration officials have said that they might also reach agreement on a treaty to cut long-range missiles by 50 percent in time for a summit meeting in Moscow in the spring.

But Mr. Adelman, in an unusually pessimistic assessment of the arms control outlook that stands in sharp contrast with the president's views, raised questions about the intermediate-forces agreement and predicted that Mr. Reagan and Mr. Gorbachev — instead of signing an agreement to reduce long-range missiles — would settle for a preliminary "framework" for agreement.

The proposed treaty covering intermediate forces would ban all missiles with ranges of 300 to 3,000 miles (500 to 5,000 kilometers). A strategic arms treaty would limit the number of long-range missiles, those that can reach targets more than 3,000 miles away.

U.S. to Curtail Japan Trade Sanctions

Compiled by Our Staff From Dispatches

WASHINGTON — The White House announced Tuesday that trade sanctions against Japan would be partially lifted, probably this week, following a finding that Japan had stopped dumping computer chips in foreign markets outside the United States.

Sanctions involving 100 percent tariffs on certain Japanese electronic goods and totaling \$300 million were imposed in April because of what Washington said was the dumping of computer chips in the United States and in third countries and the failure of Japan to open its markets to U.S.-made chips.

The chief White House spokesman, Martin Fitzwater, said that \$84 million in sanctions would be lifted "probably this week," leaving in place \$165 million in sanctions.

However, in a wide-ranging press conference that lasted for an hour and a half, Mr. Yakovlev, handled thorny questions with a style more reminiscent of an earlier generation of Soviet officials.

He was asked why Mr. Gorbachev, in a major speech on Monday, had referred to the "thousands" and not the millions who had suffered under Stalin.

He responded by suggesting that historical accounts of the millions of people purged or killed through forced collectivization under Stalin were "rumors."

Western and some Soviet historians agree that at least seven million people died during the collectivization drive of the 1930s.

"Why do you think?" Mr. Yakovlev said in a reference to Mr. Gorbachev's remark, "that if he had said millions he would have been speaking more truthfully than if he had said thousands."

"I know the rumors that persist in the West," he said, adding that "many rumors lie on the conscience of certain people."

relating to the Japanese failure to open its markets to U.S. chips.

The Commerce Department said on Monday that Japan had stopped dumping computer chips in third countries. It found in June that dumping on the American market had stopped, and rescinded sanctions totaling \$51 million.

Earlier Tuesday in Tokyo, the Japanese government called on President Ronald Reagan to lift the \$84 million in trade sanctions, following the Commerce Department announcement.

"The Ministry of International Trade and Industry assumes that the U.S. government," based on recognition that the dumping has stopped, "will promptly lift the

measures relative to third-country pricing," the ministry said in a statement.

The Japanese ministry also said progress was being made on opening Japanese markets.

"Concerning the market access issue, MITI would like to emphasize, at this moment, that the situation has clearly been improved," the ministry said.

Dumping is the practice of selling products below cost to capture market share.

Japanese officials have said in the past that the lack of market penetration by U.S. companies is not due to Japan's policy but the failure of U.S. firms to meet Japanese standards. (Reuters, UPI)

Yeltsin May Face Discipline by Party

By Gary Lee
Washington Post Service

MOSCOW — A leading Kremlin official hinted Tuesday that Boris N. Yeltsin, the head of the Communist Party in Moscow and the center of a Kremlin flap, faces internal party discipline and could be dismissed.

Asked at a press conference here about a speech Mr. Yeltsin made at a meeting of the Soviet Central Committee on Oct. 21, Alexander N. Yakovlev, the Soviet propaganda chief, said: "We have our internal party affairs. If someone breaks the rules, then he breaks internal party discipline and he must leave."

Mr. Yeltsin, a nonvoting member of the Politburo, had been considered one of Mikhail S. Gorbachev's staunchest supporters.

Mr. Yakovlev, who is said to have come to Mr. Yeltsin's defense at the party meeting, dismissed as "fantasy," reports that Mr. Yeltsin had questioned Mr. Gorbachev's leadership and had complained about a "cult of personality" and the pace of perestroika, or restructuring.

He said instead that Mr. Yeltsin had supported Mr. Gorbachev's reforms.

According to some reports, Mr. Yeltsin has offered his resignation. "This is not a fire," Mr. Yakovlev said in an apparent attempt to lessen interest in the affair. He added that the Moscow party would eventually examine the affair. "We are not in any hurry," he said.

The appearance of Mr. Yakovlev, 63, in connection with the celebration of the Soviet Union's 70th anniversary, gave him rare public exposure. He is said to be Mr. Gorbachev's strongest supporter and a key architect of the Soviet leader's policy of glasnost, or openness.

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BRIEFS

Threat to Shultz

Employed chemist armed with a sawed-off shotgun Tuesday after the authorizing to kill Secretary of State George Shultz.

Party Chairman

Norman Tebbit, who announced to spend more time with his 83 bombing in Brighton, in what is expected to assassinate Mrs. Thatcher.

Summed Chess Game

The eighth game of the world chess championship between Garry Kasparov and Anatoly Karpov, after 50 moves. The score of the match at 4-4.

Black and White

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Black and White

INTERNATIONAL Herald Tribune

Published With The New York Times and The Washington Post

Gorbachev: Pragmatism

In Beijing, Deng Xiaoping quietly passes power to the next generation to continue a new and pragmatic economic course. He won the battles to do so over the last decade. In Moscow, Mikhail Gorbachev struggles to follow a similar path. His speech to commemorate the Bolshevik Revolution was littered with the historical warfare of 70 years that still resonates in the Kremlin.

The ceremony in Beijing was of more lasting significance, but the speech in Moscow holds more immediate importance. It opens a window into the mind and circumstances of the man who leads the second most powerful nation in the world and who will come to the United States in December for fateful negotiations.

Two things stand out about his address Monday. He was decidedly the pragmatist, threading his way through past and present land mines. He was less startling in condemning past evils than Nikita Khrushchev in his famous Party Congress speech in 1956. But while Mr. Khrushchev's speech was secret and took years to seep into full view, Mr. Gorbachev's was carried live on Soviet television for almost three hours.

The new Soviet leader disappointed all who expected him to tell the whole truth about Soviet history. That so many had such high hopes shows how far toward openness Mr. Gorbachev has come. The disappointment shows how far he has to go.

His speech also showed just how surrounded he is — by friends and enemies, ghosts and fellow leaders, the party elites and the masses. Lenin, of course, was praised

without qualification for his "swift change of form and method, flexibility, unusual tactical solutions, political audacity."

When Mr. Gorbachev took up the Stalin era, he demanded that his comrades face the "bitter truth" — then hedged. He called Stalin's crimes "enormous and unforgivable," then reduced the millions who died in the purges and collectivization to "many thousands." It is tempting to see a compromise between Boris Yeltsin, the Moscow party leader who presses for faster change, and Yegor Ligachev, the second in command who resists blackening of the party's record.

Mr. Gorbachev saved real favor for his reforms. Some critics, he said, are too timid, and "prefer to keep kicking off the slip-ups" rather than seeking solutions. Others are "overly zealous and impatient." Reflecting the dilemma of a man who must at once exhort his people to greater activism and reassure them on food prices and job stability, Mr. Gorbachev urged the curious combination of "revolutionary restraint."

There is an important message in this for the West, as the Reagan administration prepares for the Soviet leader's visit to Washington. Mr. Gorbachev is sufficiently confident of his personal power that he goes directly to the Russian people. But he is sufficiently wary of support for his policies to tread carefully. Once again, this should warn the West against the unrealistic expectations. Mr. Gorbachev is bound by his own history, culture and political system. As a pragmatist, he never forgets that. The West shouldn't either.

— THE NEW YORK TIMES.

Deng: Great Experiment

Characteristically, Deng Xiaoping, the octogenarian leader of China's latest and most promising phase of modernization, made astute political use of his retirement. He dragged out with him almost half the members of the Communist Party's Central Committee and Politburo, most of them, like him, the heroes of the old guard, but most of them, unlike him, foodgrains on reform. He arranged to retain, for now, anyway, chairmanship of the party commission that oversees the military. And his protégé, Prime Minister Zhao Ziyang, takes over as party leader.

Not only has Mr. Deng survived revolution, war, purge and privation, he has had the wit to see that China had to start matching the material standards and competition of the industrialized democracies and that it could do so only by embracing, selectively, their ways. Nine years ago he instituted a program of change that in its conceptual boldness and achievement surpasses anything the cautious Soviets even now are contemplating.

Westerners note, with pride and a bit of smugness, that the Chinese are unbending

their economy from the rigidities of central planning and adopting certain aspects of a free market. The Chinese insist, however, that they are building a "primary stage of socialism" in which each of the members of the bureaucracy will take until the middle of the next century. This, though reform is hailed as China's liberation, it is to proceed at a very gradual pace — a pace slow enough for the Communist Party, once it loosens its grip at the local level on some activities, to retain monopoly control at the top. Or so it intends, anyway.

Mr. Deng realized that Mao's Cultural Revolution was strangling China as well as brutalizing its people and that reform could advance only when China had entry to the world economy and no longer was in a state of international siege. This dictated a foreign policy of general accommodation, especially with the West. It gives the United States a huge stake in the success of the great multi-decade experiment that Mr. Deng is bequeathing, he hopes, to friendly heirs.

— THE WASHINGTON POST.

Don't Slam Shut the Door

The U.S. Congress passed the Immigration Reform and Control Act last year to make it harder for new illegal aliens to stay in the country — and easier for old ones. The act provided amnesty for aliens who had been in the United States since at least 1982. But they were given only 12 months to apply, and even that time has been constructed. Fairness alone would impel Congress to keep the legalization door open an additional year, to May 4, 1989.

The first goal was to deter illegal immigrants by forbidding employers to hire them. Early evidence indicates that this goal is being met. The second goal was to bring out of the shadows hundreds of thousands of aliens who have lived in the country illegally, and, for years, this goal has been less well met.

Many of the eligible aliens need more time to apply. The Immigration and Naturalization Service did not start taking applications until May 5. So far, across the nation, less than a million "illegals" have applied for legalized status. INS legalization offices are operating at 50 percent capacity in the West and only 20 percent in the East. If these rates continue, the program will legalize far fewer aliens than anticipated. Also, the approval process has been painfully slow. Only 75,000 amnesty

requests have been granted. The most effective way to spur applications is to decide cases and let beneficiaries spread the word.

It comes as no surprise that the Immigration Service is still ironing the wrinkles out of this massive effort. There have been computer problems. National and regional information campaigns take time to develop. Outreach and networking have been inadequate. It takes vast effort to penetrate thousands of alien enclaves. In addition, clarification is needed for regulations about length of continuous residence, proof of employment and policies regarding the protection of family members.

Aliens, some daunted by language, have hung back. Some do not understand the new law. Some fear, incorrectly, that even if one member of a family is eligible for amnesty, a spouse, parents or children could be deported based on information on the application form. There must be time for accurate information to be disseminated and digested, and for understanding and trust to develop. The Immigration Service is, after all, the agency that deports people.

The Immigration Service has worked hard to make the amnesty program work. By extending legalization to May 4, 1989, Congress would ensure that it does.

— THE NEW YORK TIMES.

Other Comment

Do Russians Want Change?

The growing resistance to perestroika, or restructuring, of which Mikhail Gorbachev spoke is a worrying phenomenon, but it does not prevent him from saying, on the Politburo's behalf, that the reform program would continue. But in the running of Moscow itself there have been signs that disagreement about pace has become disagreement about policy. And in factories, people unused to taking decisions resist the process. Mr. Gorbachev has set afoot and calls for democratization. The big question is: Do the Russian people want the changes Mr. Gorbachev is determined they shall have? Are they so accustomed to obedience and confinement, like birds in a cage, that they can't think of how to handle the democratic socialism Mr. Gorbachev offers them? That looks like a real danger, for, presumably, the relaxation of authority allows people to choose authority if that is what they prefer. Unfortunately there would be many among

Mr. Gorbachev's listeners in the Supreme Soviet who would applaud such a course.

— The Guardian (London).

The Peril of a House Divided

Last Thursday, Attorney General Edwin Meese seized control of the U.S. presidency, jerked it hard to the right, and won Judge Douglas Ginsburg's nomination to the Supreme Court. A few days earlier, Chief of Staff Howard Baker and Secretary of the Treasury James Baker had captured the White House and nudged it slightly to the center, when moderates got Ronald Reagan to say he was willing to negotiate a tax increase with Congress. But the times are too perilous to allow the luxury of ideological holy wars. Resolution of the critical issues of the day — the economy, the Gulf, arms control — demand a united, rational White House working in concert with Congress.

— The Los Angeles Times.

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Directeur de la publication: Walter N. Thayer

Editor for Asia: Michael Richardson, 5 Convent Road, Singapore 0511. Tel: 472-7768. Telex: RS56928
Managing Dir. Asia: Michael Glenn, 65 Gloucester Road, Hong Kong. Tel: 5-8610616. Telex: 61170
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As America Stumbles, Japan Is Ready to Run

By Kenichi Ohmae

This is the first of two articles.

TOKYO — Let's be blunt. Americans have mismanaged not only their economy but the world. And many of us in Japan feel it is about time we stopped doing their bidding.

The United States has been calling the shots and sending conflicting economic signals for a decade. It has expected the rest of the world, especially Japan and West Germany, to underwrite America's inability to come to grips with its own problems.

Now, as its problems are becoming critical, America wants Japan to come to the rescue, to carry a heavy share of its burden. There may be some good reasons for that — and we Japanese have tried to comply — but Americans cannot expect to continue to exercise sole leadership.

The era of American hegemony has to end. We Japanese, along with a few European countries, have the right, and the obligation, to share leadership with the United States. We must assert more control of our own affairs and begin to deal with our problems in a way that is right for the world, not just America or Japan.

The Asahi Shimbun, Japan's biggest circulation newspaper, recently carried a cartoon in which Big Brother, the United States, summons a Japanese official to do something. And the government acts promptly. The next frame of the cartoon shows a package torn of Japanese citizens flying on a jumbo jet to Washington.

This unfortunate reality, I believe, is rooted in the styles of American leadership and Japanese follower-ship. America's remains the over-

There they ask Uncle Sam to tell the Japanese government to reduce taxes in Japan, lower real-estate prices, change the education system and eliminate pollution. The joke — all too true — is that the Tokyo government listens to the United States more than to its own citizens.

Another cartoon, which appeared during the dollar's sharp fall last spring, showed a muscular American pushing the head of a Japanese down into a basin of water. The more he pushed down, the higher the yen rose.

These cartoons capture some of the feelings of Japanese today. They are frustrated with their government's inability to change the status quo, even in some ways that ultimately would benefit the United States. They note that not a single sentence of Japan's constitution has been altered since it was drafted by General MacArthur's occupation army after World War II.

They see many of Japan's tax, land and educational problems as having been "drafted" back then as well. They ruefully believe that the U.S. government is the most powerful force for inducing necessary changes in the methods of government.

This unfortunate reality, I believe, is rooted in the styles of American leadership and Japanese follower-ship. America's remains the over-

OPINION

For Ortega, A Moment Of Truth

For Ortega, A Moment Of Truth

By Tom Wicker

NEW YORK — During his quick visit to Havana and Moscow, President Daniel Ortega Saverio of Nicaragua has a decision to make that shouldn't be hard. Either he returns to Managua this week ready to negotiate a cease-fire with the so-called contras, as he agreed when he accepted the Arias peace plan for Central America, or the world will hold him responsible for subverting it.

His Soviet hosts, who profess to support the Arias plan, might help persuade him if they increased their economic aid — particularly the minimum of 365,000 barrels of oil that Nicaragua needs for the rest of the year. In 1986, Soviet oil deliveries totaled 4.6 million barrels; so far this year, only about 3 million barrels have been delivered or promised.

In Washington, President Ronald Reagan is doing his part, no doubt reluctantly. His administration is delaying its planned request for military aid to the contras until January, when the peace plan is supposed to go fully into effect. If it does, either the military aid request won't be made at all or Congress surely would reject it.

The delay appears to have resulted partly from White House doubts that Congress would approve more military aid while the fate of the peace plan is pending, and partly from insistence by President Oscar Arias Sanchez of Costa Rica and other Latin leaders that renewed military supplies for the contras would sink the peace accord and renew the war in Nicaragua.

To this point, however, neither Mr. Arias nor Nicaragua's National Reconciliation Commission — established as required by the peace plan — consider Mr. Ortega's Sandinist government to have done enough to satisfy that plan's requirements. Last week, Mr. Arias publicly criticized Mr. Ortega for his unwillingness to negotiate a cease-fire with the contras.

Without such a cease-fire, he pointed out, Honduras would be unable to keep its commitment under the accord to deny use of its territory to the contras. But if a cease-fire were negotiated and an amnesty declared, the Honduran government could demand that the contras lay down their arms and leave Honduras.

The day after Mr. Arias spoke out, however, the Sandinist regime declared that there would "never, at any time or in any place, be any direct or indirect political dialogue with the counter-revolutionary leadership." The peace accords, in fact, do not call for "direct or indirect, political dialogue" or for talks that would involve the contras' future role, if any, in Nicaraguan political life, or for a new form of government. All that's required by the Arias plan is negotiation of a cease-fire, a far less comprehensive undertaking.

Mr. Ortega and the Sandinists are risking a lot by taking a stand against such a negotiation. If they fail to keep the agreement they made with the other four Central American nations in August, Mr. Arias said, he would demand international political and economic sanctions and that "the entire world should isolate them." In that event, too, Mr. Reagan surely would seek further military aid for the contras and Congress would be far more likely to approve it; thus, the contra war probably would continue.

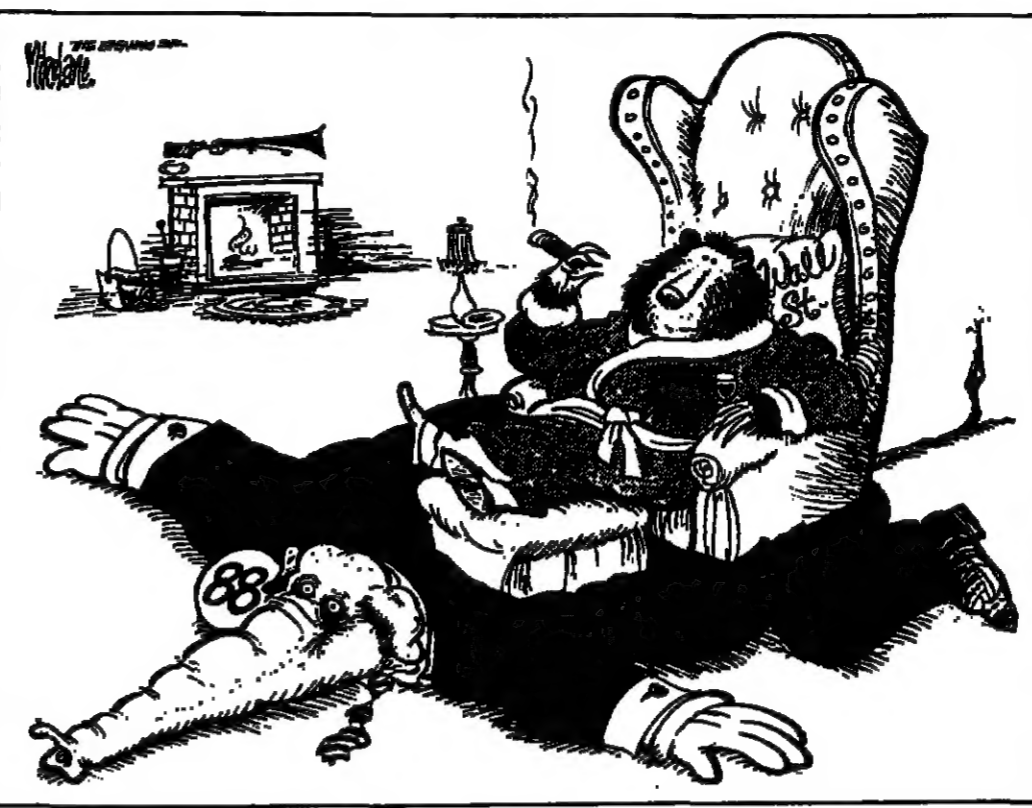
The Sandinists have maintained consistently that their repressive political measures, expensive military forces and poor economic record have been necessitated by the contra war — organized, financed and in large measure directed by the Reagan administration. This plausible claim has brought them much support almost everywhere except in Washington.

If that claim is true, it's hard to see how the Sandinists could refuse a chance to put an end to the war by refusing to negotiate the required cease-fire. If, instead, Mr. Ortega stands on the technicality of refusing to meet with contra leaders, he will not only visit more war on his people and sacrifice much international good will, but he will tend to confirm those who believe that, war or no war, the Sandinists do not intend to relax their tight political control in Nicaragua.

So far, the Ortega government has offered to meet with contra military, but not political, leaders and has declared its own cease-fire in four small war zones. Neither Mr. Arias, the Reconciliation Commission or the other parties to the accords regard these actions as sufficient compliance.

Central American leaders are supposed to announce on Nov. 5 how they plan to comply with the accords by January. For Daniel Ortega, that date will bring a moment of truth.

— The New York Times.



The Biggest Danger Is Deficit Hysteria

By Laurence J. Kotlikoff

BOSTON — The panic that engulfed Wall Street on Oct. 19 seems to be subsiding. Now, if the hysteria about the U.S. budget and trade deficits can be calmed, the economy may have a chance.

While deficit hysteria comes in a variety of forms, the standard refrain is that the "twin towers" are distorting the U.S. economy, pushing down the dollar's value, raising interest rates, saddling future generations with debt and threatening the country and the world with severe recession. The cure, it is said, is to cut the budget deficit by \$23 billion, to at least send a signal that "someone is minding the store."

The true story is that conventional budget deficits tell us next to nothing about fiscal policy. There is nothing to suggest that fiscal policy is out of control, or responsible for the evils that are so commonly ascribed to it. In fact, a broader look suggests that the fiscal policy in the 1980s has been tighter than in the 1970s.

Yes, the United States has run large budget deficits in the 1980s. However, the ratio of total government debt — federal, state and local — to gross national product is not particularly high, whether measured against those of other nations or those of the past in the United States. Today, America's net government debt is about 30 percent of GNP, roughly the same as in Japan, Canada or West Germany, and much lower than in Italy or Britain.

Currently, U.S. gross federal debt — not counting government assets — amounts to 54 percent of GNP, compared with 96 percent in 1950, when the country was emerging from World War II. While the 1950 debt burden may have hindered growth, it

certainly didn't stop it. Since 1950, U.S. productivity and per capita disposable income have more than doubled, and the real economy has increased by a factor of three.

We also need to distinguish between real and nominal debt; that is, to figure in the effects of inflation. Real U.S. federal debt will increase only slightly this year, even after adding in the 1987 deficit of \$148 billion. That's because inflation will have reduced the real value of the federal debt by about \$100 billion. If Washington succeeds in cutting the deficit further, the country could actually run a budget surplus in 1987, after correcting for inflation.

By focusing on the budget deficit, we also miss two policy changes that were fiscally very conservative. The first is the 1983 Social Security legislation, which cut future benefits. The change was the fiscal equivalent of running a \$1 trillion surplus in 1983, but that didn't show up in the official deficit figures. In effect, the 1983 law took away most of the fiscal stimulus of the Reagan tax cuts of the 1980s. If Social Security liabilities are added in, total government debt actually would have declined slightly since 1980.

The second thing missed by the deficit numbers was the effect of the greater emphasis on investment incentives in the 1981 tax law. The incentives made new investment relatively cheap and lowered the value of existing assets. In effect, the change hurt older people, who owned existing assets, and helped the young, who could take advantage of the enhanced tax incentives to buy new assets more cheaply. This highly conservative policy, which was reversed in 1986, produced the equivalent of roughly \$300 billion in added revenue in 1981.

Taking account of the changes in Social Security and the tax laws leads to a startling conclusion: Fiscal policy was fairly tight throughout the years 1981-86; much tighter than in the 1970s, when the liabilities of Social Security were more than doubled.

We should also think about fiscal policy in light of the stock market crash. In the last month, older investors, who hold a disproportionate share of securities, have lost almost \$1 trillion. Their loss, however, is a gain for the young, who get to buy up the same physical assets at lower prices. This "intergenerational transfer" acts like a tax increase, soaking old people so that the young can enjoy the benefits at a later date. Thus, in terms of fiscal policy, the \$1 trillion market decline has achieved the equivalent of five years of \$200 billion fiscal surpluses.

What about the other debt bugaboo, the trade deficit? Yes, the United States is running a large trade deficit. But no, it is not in any real sense a "debtor nation." Total (private plus government) wealth is roughly \$15 trillion. Of this \$15 trillion, less than 2 percent is owed by foreigners, after factoring out American ownership of foreign assets.

Contrary to conventional wisdom, foreigners do not own 2 per-

cent of U.S. wealth because the country borrowed from them to go on a consumption orgy. Foreigners own 2 percent of U.S. wealth because they decided the United States was a good place to plant their savings. The United States has a lot of wealth to eat up before it needs to borrow from foreigners to consume.

America is a good place to invest, and it is quite natural that international investment is returning after more than four decades. This perfectly natural process may continue for years; recall that the United States ran trade deficits throughout most of the last century, to the nation's great benefit.

What is the best policy course? Rather than trying to manage the dollar, which may not be possible in any event, the government should aim at avoiding a recession, which is a much bigger worry than a moderate increase in inflation. To this end, the Federal Reserve Board should expand the money supply moderately, to lower short-term interest rates.

Americans need not be frightened by the silly notion that a falling dollar will drive away all foreign investment, bringing on a currency crisis as foreigners try to withdraw their money en masse. In fact, their divestment already occurred, with the drop in the stock market and last week's drop in the dollar. This is the day after, not the day before, and it's time to pick up the pieces.

Deficit hysteria has become a dangerous national pastime. Fixing on these arbitrary numbers could lead to irrationally tight fiscal policies and damaging trade restrictions. The United States needs to consider more meaningful measures of fiscal policy, and to drop its obsession with official deficit numbers.

The writer is chairman of the economics department at Boston University and research associate of the National Bureau of Economic Research. He contributed this to The New York Times.

100, 75 AND 50 YEARS AGO

1887: Protecting Balfour

BIRMINGHAM, England — Remarkable steps are being taken to protect Arthur James Balfour, the Irish Secretary, during his visit to Birmingham tomorrow (Nov. 4). A body guard of young conservatives is being formed to line the streets, from the station to the town hall, and already over 2,000 applications for enrollment have been received. The detectives say they have no information of any dynamites being in the town.

1912: Bulgaria's Fever

PARIS — [The Herald says:] With the Bulgarian army almost at the gates of Constantinople and the Turkish army, according to all reports, utterly routed, the intervention foreshadowed by the Powers appears to be at hand. But with Tsar Ferdinand's army flushed with victory and determined to see through the task it set itself, the question arises: Will mediation be accepted?

ed? If the semi-official organ of the Bulgarian Government, the Mir, is to be taken as truly reflecting national opinion, Bulgaria is no longer disposed to place the settlement of her claims in the hands of a third party.

1937: Far East Talks

BRUSSELS — The Nine-Power Conference on the Far East, which opened here [on Nov. 3], split into three groups. The first is the democratic bloc, America, Great Britain and France, which lined up for the restoration of peace between Japan and China. The second group, China, backed by Soviet Russia, declared peace impossible so long as Japanese aggression persisted. The third, Italy — isolated in this conference, but obviously the mouthpiece of the two other dictator countries, Japan and Germany — virtually advised the Chinese to get what terms they could from the Japanese. The plan of extending another invitation to Japan to attend is still being considered.

مكتبة النخيل

OPINION

The New Crop of Journalists Is Eager, Open and Realistic

By Flora Lewis

COLUMBIA, Missouri — Naturally, there was a lot of talk about the role of the press and its responsibilities during the annual Journalism Week at the University of Missouri's School of Journalism. It is the oldest school of its kind, founded in 1906, and proud of its contribution to journalism.

To judge by the questions they asked an assortment of visitors, the students believed the image of a new generation's single-minded march to yuppieism. They were sensitive, informed and showed concern about being good citizens as well as getting good jobs.

But, several complained privately that they were not being taught enough about the past and the world outside that confronts America. For them, the Vietnam War is already history, but they said it is skipped over with a bare mention in their courses. They wanted deeper probing into how and why it happened, what went wrong, what to watch out for as the nation moves ahead.

They criticized what they considered excessive American inwardness, self-congratulation, ignorance of other countries. One said a teacher told the class that only a democracy can have a free press and that only America meets the standard. The implication was that no other country is fully democratic because no other country has precisely the same constitutional system as the United States.

She was angered by such nonsense. She knew better. But when the talk turned to defining democracy, it was clear that that subject had been skipped over, too. The

students had not been practiced in articulating the notion, and they minded that it had been left so vague for them.

A few years ago, a 12-year-old in Florida told me he had learned in school that it was wrong to call the United States democratic because it is a republic. He had no inkling of the difference between the principle of a government and the selection of its titular head.

The Missouri college students were appalled to hear about it, but not really surprised. They were disdainful at what they considered most Americans' lack of knowledge about such basics.

They wanted to be journalists because they were seriously interested in public affairs and in providing the information a country needs to run itself and to make its society function satisfactorily. They wanted to travel and to learn and to know people different from themselves, not just to shine in television lights.

They did not imagine they were going to change the world, fix all its flaws and save it from perdition. They did not even bother with the questions I often get from earnest do-gooders, such as "What should the press do to prevent war? What should the press do to assure peace? To save the environment? To eradicate poverty?" As if the press makes the world's decisions.

But they said they felt they could contribute by digging out and telling truth as best it can be found. "I think I can make a difference," said one student who clearly wanted to.

They were worried about politics — no



mention of the stock market — and particularly about choosing a president. They were sophisticated about how television can conceal and distort as well as reveal the essence of a candidate as he goes about manufacturing an image. They wondered how they could find out the telling details of a man's relations with his staff, the kind of people he listens to, the way he conceives of a politician's duty, which give much more insight into how he is likely to wield power and bear responsibility than do his campaign talks.

That indeed, they thought, is an obligation of the press, all the more in the age of high-tech public relations hype. They do not like being fooled and they do not want to take part in the fooling. They want to be told, and they want to tell, straightforwardly.

These were only a few students, on one campus, but they did seem to represent their classmates and their peers. They were optimistic but not dreamy, eager to get on and turn their hands to work they can consider useful and interesting. There has been much talking about "the closing of American minds," but there was no sign of it here. If anything they were asking for more, not less substance in their education, and the opportunities they talked about were for responsibility and exertion, not self-indulgence.

This is a good sign when the mood seems gloomy and fearful, uncertain about the economy, fretting that a canny Russian leader is about to pull a fast one on a naive, trustful America, irritated that the world fails to see the United States through American eyes. The new crop looks fine, able and realistic.

The New York Times

Jim Brady's Painful Saga: There Can Be No Better Gift

By David S. Broder

WASHINGTON — For the last six-and-one-half years, the most inspiring story in Washington has been that of the struggle of the White House press secretary, Jim Brady, to recover from the near-fatal head wounds he received during the attempt by John Hinckley Jr. to assassinate President Ronald Reagan in March 1981. Now this story has been given the full-scale treatment it deserves in the book "Thumbs Up" by Mollie Dickenson, just published by William Morrow & Co.

It is a book that makes you weep, for pain and for joy, along with two of the

When he beat the 10-1 odds against his even surviving through the surgery, and when he showed so quickly that he retained vital motor and mental skills, false hopes of a quick, complete recovery were raised. Two years after the shooting, Jim, seriously depressed, sobbed out his frustration to Dr. Koberne. The surgeon, who had grown immensely fond of this patient, decided that it was time for "tough love." He told Jim: "You're shot in the brain. You're never going to be as good as you were. You've just got to be tough. You've just got to be tough."

Jim has been tough. And in a different way — which this book describes but does not romanticize — Sarah has demonstrated at least equal strength of character. As it is recounted how the Bradys have struggled to come to terms with the reality that "the had permanently entered the world of the disabled," one key is their ability to turn their personal plight into a lesson for others.

Jim Brady has become a counselor, role model and inspiration to other patients in his continuing program of physical therapy. And Sarah Brady has become a national spokeswoman for the fight to control access to the kind of handguns that Hinckley used against her husband and the president.

The Brady saga is not finished. He continues in therapy, which now includes horseback riding, and his physical mobility outside the wheelchair continues to improve. So does his endurance and his mental agility. Jim and Sarah Brady have become welcome regulars on the Washington social scene. At an autographing party for "Thumbs Up" last week, he had a word of personal greeting for everyone in line — and a joke.

With Jim Brady, you keep coming back to the sense of humor. Before the shooting, he delighted equally in quick one-liners and in complex tales of improbable romance and adventure, often involving mythical animals. Since the shooting, the penchant for raunchy and/or ridiculous animal tales is just as strong. "You've got to persevere," he told an interviewer last year. "Persevere, and keep your sense of humor. They couldn't shoot that away."

"Thumbs Up" is not specifically a Christmas book, or a self-help book, or an inspirational tome. It is a professionally written, remarkably unsentimental report on how two people have drawn the strength they needed from doctors, nurses, therapists, family members and friends — but most of all from each other and from themselves — to deal with the calamity that struck them and permanently altered their lives.

I can't think of a better Christmas present for anyone who is facing trouble, or someone who is heedless of the blessings in his own life.

The Washington Post

LETTERS TO THE EDITOR

Paying for NATO: The Answer Is to Invest More in Peace

Regarding "Burt's Right on One Thing: Allies Must Pay More" (Oct. 14):

Representative Patricia Schroeder's exchange with Ambassador Richard Burt on U.S. and West European financial and troop commitments to NATO was interesting in a number of ways.

I found especially pertinent her comment on West Germany using its Deutsche marks for research and development of consumer products rather than defense. Other countries where military spending is modest (compared with the United States) have built impressive standards of living while America has been busy perfecting the Trident-2 missile and the MX. The result is that Sweden, Denmark, Finland, West Germany and Japan have, despite their social problems, far more livable societies today than does the United States. Is it much consolation that America has the fanciest weapons?

Mrs. Schroeder's solution is that the U.S. allies in Europe should shoulder more of the financial and troop burdens of NATO. But this runs against the tide

of public opinion in Europe. In both the West and East blocs there has been a swelling of peace sentiment, and high hopes that a successful meeting between Ronald Reagan and Mikhail Gorbachev will result in the elimination of two classes of nuclear missiles from Europe. A successful summit meeting could be a step toward solving the problems Mrs. Schroeder addresses. A U.S.-Soviet treaty would improve the political climate in Europe; "enhanced deterrence" could be replaced by enhanced East-West mutual confidence. Then, rather than arguing with allies about who should pay more to maintain NATO, we can together explore ways to reduce both NATO and Warsaw Pact forces in a way that would serve common security.

ROB PRINCE, Helsinki.

Mistaking Cause and Effect

Robert Eisner's contention that the recent market downturn is due to high

interest rates and not to the deficit (IHT, Oct. 26) reflects a distressing incursion of ideology into the American Economic Association. Mr. Eisner conveniently forgets that high real interest rates are due to the deficit. His hypocritical confusion of cause and effect reminds us of a certain president's being a proponent of a balanced budget amendment and then proceeding to parlay short-term growth into votes and long-term financial imbalance. We need more honesty and courage, and less propaganda. I miss Paul Volcker.

ALAN SITKIN, Zurich.

Delors Told the Truth

Regarding the report "West Rebukes Delors After a Costly Gaffe" (Oct. 30):

Of course Jacques Delors, president of the European Commission, was right, and of course he knows exactly what the Americans are thinking: Treasury Secretary James Baker wants the dollar down and wants us — Europe and Japan — to pay for the American

deficit. So far the U.S. government has done nothing to fight its own problems. Instead, it lets others do it.

G. VAN HEEMST, Putte, Netherlands.

Americans in Vietnam

F.F. Clairmonte's comments on U.S.-Vietnamese relations recall the latent anti-Americanism that was common among some members of the International Commission for Supervision and Control of Vietnam and Laos in Saigon in the 1950s. ("It Was Hardly a Partnership," *Leaders*, Oct. 19.)

Having served as a U.S. Foreign Service officer in Vietnam before, during and after Mr. Clairmonte's experience, and having spent considerable time in the field with Vietnamese troops during the French Indochina war and the U.S. involvement, I find his attempt to attach a racist label to all U.S. advisers unacceptable. His allegation that Indian members of the ICSC, and the French, were victims of American racism is ludicrous.

The Indian army officers of the ICSC

were hardly the type to suffer "a whiplash of humiliation" from any quarter, and the French in Vietnam at that time, military and civilians, spent more time sniping verbally at the "Amerloques" than worrying about their own bruised egos.

True, some U.S. advisers never did understand Vietnam or the Vietnamese. But for each adviser in that category there were many others who lived, worked, fought and often died with their Vietnamese counterparts.

HOWARD R. SIMPSON, Cork, Ireland.

Stranger Than Fiction

Mario Cuomo sleeps with a baseball bat. Everybody debates the pros and cons of Patricia Schroeder's crying, Vice President George Bush jokes about American workers, comparing them to the Russians. The news reports about the U.S. presidential race are wackier than an Art Buchwald column. It is a clear case of life imitating Art.

RICK BERGE, Vienna.

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The Irresistible Rise of Comrade Zhao, from Dunce Cap to Violet Tie

By Edward A. Gargan
New York Times Service
BEIJING — Twice in recent months, Prime Minister Zhao Ziyang said he did not want the job. "I'm not that fit to be the general secretary," he told an American television interviewer

just one month ago. "I'm more fit to look after economic affairs." But despite his seeming preference for governance over politics, Mr. Zhao on Monday was named general secretary of the 46-million-member Communist Party. Even then he demurred. "Per-

sonally speaking," he said, "I think I'm still more suited for the position of minister." Mr. Zhao, 68, held the post on an acting basis since January, when Hu Yaobang was forced to resign after nationwide student protests.

With the retirement of nearly every aged revolutionary from China's leadership, and the decision by Deng Xiaoping to step out of the limelight, Mr. Zhao, who first injected a note of sartorial revisionism into the leadership with his sharply cut Western-style suits and iridescent violet ties, now dominates Chinese politics.

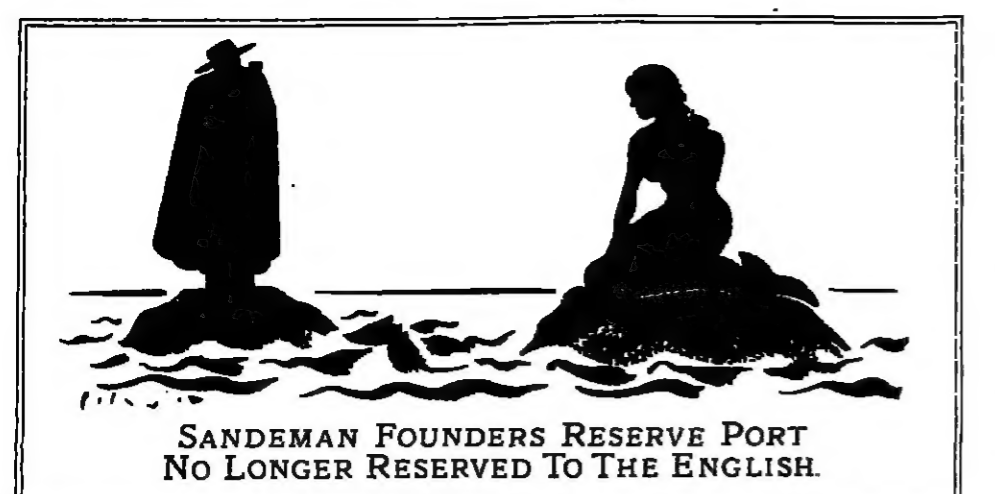
For the last week, he has directed the proceedings of the 13th Congress of the Communist Party, a gathering usually held every five years to approve the party's policies and new leaders. He opened the proceedings with a forceful and detailed exposition of his plan to continue the reshaping of China's economy by relying still more on capitalist techniques.

Although known as a pragmatist who has to an impressive degree succeeded in manipulating China's massive government bureaucracy to his will, and who has made inroads against local party bosses who oppose some of his policies, Mr. Zhao emerged this week as the party's leading theoretician of reform, a stance critical to his success as party leader.

In his remarks to the congress, he said that far from being well along the road to the socialist paradise that Mao had envisioned, China was still in the "primary stage of socialism," a condition of pronounced underdevelopment.

In this stage, which, he declared, will endure for more than a century, virtually any economic practices are permissible as long as they contribute to the modernization of the country.

Born into a family of landlords and grain merchants in November 1919 in Henan Province, he joined the party's youth league in 1932. Unlike the generation of Chinese leaders he succeeds, Mr. Zhao did not take part in the Long March of 1934, which became a political litmus test of revolutionary zeal after the People's Republic was founded



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SAUDI KING WILL NOT ATTEND ARAB SUMMIT

By Yousef M. Ibrahim

New York Times Service

PARIS — Hopes that an imminent meeting of Arab heads of state in Amman, Jordan, would bring a unified Arab position on relations with Iran received a severe setback Tuesday when King Fahd of Saudi Arabia said he would not attend the gathering.

The Saudi monarch is the second Arab leader to say that he will not attend the meeting. While the decision Monday by Colonel Moammar Qaddafi, the Libyan leader, to boycott the meeting came as a relief to many Arab leaders, King Fahd's announcement triggered fears that the first Arab gathering of heads of state in five years might collapse even before it starts Sunday.

"This is a very serious blow to the meeting, regardless of the reasons," said an Arab official in the Gulf who asked not to be identified.

"It tells of the degree of tension that surrounds the summit. The king has always avoided controversy. His decision means all hope for the semblance of unity is evaporating."

No explanation was given for the king's decision, but sources said he will be represented by Crown Prince Abdullah.

Other Arab sources in the Gulf and in Amman noted that the news came as a surprise. A Jordanian official was expressing optimism as recently as Tuesday morning about King Hussein of Jordan and King Fahd teaming up to provide a broad consensus at the gathering, not only about Iran but also about resuming some sort of normalized relations with Egypt. Egypt has been excluded from the Arab League since 1979, when it signed a peace treaty with Israel.

Arab diplomats and officials interviewed in Paris, Bahrain, Nicosia, Riyadh, Cairo and Washington said they now fear that several other Arab heads of state may also say no. Some went further, saying this may be the beginning of a process that one Arab observer said will formalize the split in the Arab world between moderates and hard-liners.

Many of those interviewed said the Saudi move took on special significance since King Fahd had appealed Monday for Arab unity in a speech to his cabinet. The speech was distributed by the official Saudi news agency on Tuesday. The king warned of the "many dangers and plots" that surround the Arab nation and urged Arab countries to close ranks and unite their views.

Arab sources differed widely in their interpretations of the king's decision. But most agreed it was an indication that tempers had risen so high over the controversial issues surrounding the summit meeting — a Saudi-led call for sanctions against Iran and restored relations with Egypt — that the king had opted to stay out of the fray.

The divisions went further than the objections voiced by Colonel Qaddafi, who described the summit meeting as a U.S.-inspired event against Iran.

On Tuesday morning, Emir Sheikh Jassim bin Salim al-Khalifa of Bahrain openly called for the return of Egypt to the Arab League and warned of the dangers of the Gulf War, which he said will "spare no one."

Since the meeting's primary motivation was a Saudi desire for a unified voice on Iran, the gathering now appears to be losing its focus, many Arab observers fear.

Soviet Effort to Mediate in Iran-Iraq War Fails

By Loren Jenkins

Washington Post Service

ABU DHABI — A Soviet effort to mediate an end to the Iran-Iraq war has failed, according to foreign diplomats and Arab observers here.

The initiative by Yuri M. Vorontsov, a first deputy Soviet foreign minister, ended Sunday in Tehran as Iran made clear that it had no interest in accepting the cease-fire called for in a United Nations Security Council resolution.

Mr. Vorontsov, diplomats said, visited the Gulf area last week hoping to convince Iran to accept the resolution so that Moscow would not face the prospect of approving an arms embargo against Iran.

Before his trip to Tehran, Mr. Vorontsov visited Iraq and Kuwait, which backs Baghdad in the war. These countries both have expressed willingness to support the cease-fire. But Iran refused to back off its refusal, despite extension of the deadline for compliance by the UN secretary-general, Javier Pérez de Cuellar.

Mr. Vorontsov had apparently incoincidental meetings with the Iranian foreign minister, Ali Akbar Velayati, and his deputy, Asa. The Soviet envoy left Tehran, Hashemi Rafsanjani, the speaker of the Majlis, Iran's parliament, criticized the UN initiative.

"There was no alternative to victory on the battlefield," Mr. Rafsanjani said. Only after that, he said, could the efforts of such "international forums" as the United Nations have relevance.

Mr. Rafsanjani, apparently reflecting Iran's formal answer to Mr. Pérez de Cuellar over the weekend, condemned the United Nations "for issuing complicated resolutions" and "raising the question of an untimely cease-fire."

A UN arms embargo on Iran is likely to be more difficult to achieve than the cease-fire proposal. The resolution sought an immediate cease-fire in exchange for establishment of an international commission to study the question of who started the war in September 1980.

Diplomats with a close knowledge of Soviet affairs said that Moscow would never agree to an arms embargo that would force it to openly oppose Tehran.

The Soviet Union has long been Iraq's main military provider. But it also has major strategic interests in Iran, which it borders and whose Islamic fundamentalism is viewed as a potential problem among the large Soviet Moslem population.

"The Soviets will never agree to impose sanctions on Iran," said a Middle Eastern diplomat in Abu Dhabi who recently ended a tour of duty in Moscow. "Their policy is to try to balance between Iraq and Iran, which is something they have managed to do quite well."

"Both the Arab world and Iran are just too important to the Soviet Union for them to turn against either," the diplomat continued. Therefore, the diplomat said, the Kremlin "will temporize" and ensure that an embargo resolution will be "weak and insignificant."

Diplomats said there also were questions about whether China, a major arms supplier to Iran, would agree to the sort of arms embargo that Washington is hoping the United Nations will impose.

Despite reported U.S. complaints to Beijing about sales to Iran of such arms as the surface-to-air missile, which Iran used against Kuwait earlier this month, China has shown little inclination to curtail the arms sales that U.S. officials say have occurred.

A Gulf official, who asked not to be identified, said "Frankly, the prospects of forcing Iran into a cease-fire through an arms embargo is not very great. I fear this will not end when the big power want it to end, but only end when Iran decides to end it for its own reasons."

Iran denies backing UN. An Iranian Foreign Ministry spokesman said Monday that Iran and the Soviet Union did not issue a joint communiqué recognizing "the importance" of UN efforts to end the Gulf War, Iran's Islamic Republic News Agency said in a report monitored in Nicosia, Agence France-Presse reported.

In a report Sunday, the Soviet news agency Tass cited a Soviet communiqué, issued at the end of Mr. Vorontsov's visit, that said both countries recognized "the importance" of UN efforts to resolve the conflict "by peaceful means, around a table of political negotiations."

The incident was the latest in a series involving bullying and rough hazing of recruits or other soldiers in British Army units. The ceremony of changing the queen's guard at Buckingham Palace was not affected as other units carried out the marching drill.

British Royal Guards Confined to Barracks

The Associated Press

LONDON — An entire 550-man battalion of Queen Elizabeth II's Coldstream Guards was confined indefinitely Tuesday to its barracks as the commander tried to identify soldiers who allegedly attacked a fellow guardsman, the Ministry of Defense said.

The incident was the latest in a series involving bullying and rough hazing of recruits or other soldiers in British Army units. The ceremony of changing the queen's guard at Buckingham Palace was not affected as other units carried out the marching drill.

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ARTS / LEISURE

'Lettice and Lovage': Urban Havoc

By Sheridan Morley
International Herald Tribune

LONDON — The play that brings Maggie Smith back to Peter Shaffer for the first time in more than 20 years is a weird and wondrously ramshackle saga of two middle-aged spinsters bent on demolishing modern London landmarks in order to reassert the supremacy of the romantic historical past over a present of urban and spiritual blight.

At the opening of "Lettice and Lovage" (Globe) Smith is discovered guiding recalcitrant tourists through the dullest stately home in England. Her increasingly fantastic and fictional accounts of what went on there, culminating in death-leaping leaps up 50-foot staircases, bring her to the attention of a civil-service employer (Margaret Tyack) who first sends the outlandish guide and then, less plausibly, falls so far under her spell as to end up in the hospital with an ax wound when one of their re-creations of the execution of Charles I goes a little awry.

In an extraordinary Baroque comedy of ancient memories and modern mistakes, Shaffer is, I think, telling us that we have destroyed the warmth of history only to replace it with the chill of practicality. But his play goes off at so many eccentric if usually enjoyable tangents that we end up, much like the tourists we started with, gazing in awe at a structure riddled with eccentric corridors leading nowhere very specific.

It is kind of typical here that the play's most fascinating character, Maggie Smith's mother, who once ran an all-female troupe of strolling players performing Shakespeare to amazed Dordogne peasants in France while armed only with a cushion that doubled as Falstaff's

stomach and Richard III's hump, is the one we never actually get to meet.

We do, however, get to meet the Margarets Smith and Tyack, who form an odd-couple team of amazing and touching credibility. Whether acting out the daft charades organized by Smith as Lettice (a growth that, as she notes, was one of God's mistakes; Lovage is merely an herb of miraculous properties) or setting out to wreak urban terror, they are the best double act in town, one much aided at the last by Richard Pearson as an understated bemused solicitor in Michael Blakemore's marvelously adroit production.

There are still moments when this is a play saved only by its two central performances. After the major two-man conflicts of "Equus" and "The Battle of Shrivings" and "Royal Hunt of the Sun" and "Amadeus" and then the biblical sprawl of "Yonadab," it is clear that Shaffer is looking toward something very much lighter, a personal gift may be to Maggie Smith and also something that Graham Greene would have placed among his entertainments rather than his major work.

Shaffer also clearly has something he wants to tell us about the awful architectural and social drift of modernity, the way that the past impinges on the present. The form he has used is that of a fable rather than a drama.

What Lettice resents is not only what we have given up, but what we have become. She lives in a Victorian varicose basement in Earls Court, dreams of Mary Queen of Scots and her own mother going over the top on French tours, and finally accepts that fantasy floods in where fact leaves a vacuum. Yet her beloved past is in fact a totally

phony past of stage tours and tourist traps and over-illustrated history books. Her determination never to do anything merely brings her close to one of the pavement loonies who end up as bag ladies, instead of someone whose views on the awfulness of all modernity we can take very seriously.

Certainly she is a plaze of color (even when not wearing the blood-

THE LONDON STAGE

red dress of Mary Queen of Scots on the scaffold) against the clenched, cropped grayness of Tyack, and that makes their eventual reconciliation and love for each other all the more touching, but it still doesn't give us much of a play.

In a world getting uglier by the minute, where she can't even read the writing on the wall because it is in Iranian, Lettice demands a return to her mother's fighting motto ("Enlarge, enliven, enlighten") but is in the end gleefully setting off to complete the destruction of London that was started, as she notes, nor by German bombs but by British architects of the 1930s.

There is a distinct contradiction here, and in his determination to build a comic showcase for the two Margarets rampant, Shaffer seems to have given up on too much logic. The result is an evening of charades, culminating in Smith, heavily disguised in wig and beard as the executioner of Charles I, accepting happily that every woman's home is also her scaffold.

At its best, this is a very odd love story and at its worst simply a yelp of pain from someone who can't get the modern world to make any kind of sense on her own exotic scale of values. The final victory of Blakemore's production is that what could have been no more than a coy

whimsy is the finest-played comedy in town.

Thelma Holt's "World Theatre" season at the National, which has been one of the great and powerful joys of this London year, came to an end last week with a brief visit from Moscow's Mayakovsky company, presenting at the Lyttelton Boris Vassiliev's "Tomorrow Was War." As new Soviet drama this turned out to be more than a little unexpected: a long, poetic, nostalgic piece set among a school of 16-year-olds in the summer of 1940 but recalled through the horror of the war which came to Russia immediately afterward, killing most of those we have grown to know. Like "A Summer of '42" on the other side of the political world, it suggested a moment of lost dreams; but the story was one of betrayal and suicide in the name of Soviet orthodoxy, and the message was that politics can kill. A.A. Goncharov's production wonderfully caught a group of innocent teenagers already saying goodbye to something they had barely begun to understand, but what made a long and often uneventful evening so moving was Vanessa Redgrave's lyrical and live delivery of the translation over the headphones. It is difficult to think of another actress in the world who could with one single voice have brought an alien play so close to the hearts and minds of its audience.

At the Orange Tree in Richmond, Sam Walters has a discovery of considerable fascination in the first (1946) and hitherto unproduced play of John Whiting who was to go on to "The Devils" and "Saints Day" and "A Penny for a Song" before dying at the tragically early age of 45. What this suggests is that he would have been, had he

continued to write in this early vein, the most direct bridge from Coward to Pinter: a writer of light domestic comedy, yet with something very sinister going on underneath.

The setting for "No More A-Roving" is a country-house weekend to which a faintly furtive boat-builder has invited two old friends not seen for eight years, during which there has been a world war and one of them has gone on to fame and fortune on Hollywood.

The reunion proves more than a little uneasy. Whiting is writing about the way the past impinges on the present and also about the intense sexuality of the British at their most properly behaved. He chose to go on from there toward a kind of poetic drama that never quite captured the imagination or the loyalty of a 1950s audience.

Had he stayed with the comic menace of "No More A-Roving," Whiting's career might have worked out very differently indeed.

Walters directs a strong cast headed by Brian Deacon as the evacuee movie star, Rob Edwards as his strange host and Joan Moon as the girl they once and maybe still share.

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Sting, Springsteen and Waits: Expanding the creative limits of commerciality.

Invasion of Smart Rock

By Mike Zwerin
International Herald Tribune

PARIS — Yes, Kiss, Squeeze, and Madonna notwithstanding, smart rock is invading the charts. Suzanne Vega's "Solitude Standing," Mick Jagger's "Primitive Cool," Pink Floyd's "A Momentary Lapse of Reason" and John Cougar Mellencamp's "The Lonesome Jubilee" are aimed at adult minds. And the creative limits of commerciality are expanded by three new releases from established bands. Not since the heavy days of Steady Dan has such all-around quality been in the top 100.

Sting, "Nothing Like the Sun" (A&M). The marriage of Weather Report and Police, a happy couple, a summit meeting.

Along with Stevie Wonder, Terence Trent D'Arby and a handful of others, Sting is one of an endangered species, the songwriter — complete songs, words and music, songs to sing in the shower, hum on the street, pick out on a piano, songs to remember.

The title comes from Shakespeare's "My mistress's eyes are nothing like the sun." Shakespeare is always useful for calming down violent drunks, says Sting, whose combination of meaningful lyrics with rock, folk, Latin, reggae and jazz elements tends previous definitions of "fusion" obsolete. The musicians include Branford Marsalis, Kenny Kirkland, Eric Clapton, Mark Knopfler, Andy Summers (fellow ex-Policeman), Minu Cmelu, Mami Katché, Ruben Blades, and the Gil Evans Orchestra (on Tim Hardin's "Little Wing").

"They Dance Alone" is a duet, a Chilean courting dance that the wives, daughters and mothers of the "disappeared" dance with — as

Sting explains in his liner notes — "photographs of their loved ones pinned to their clothes." "Fragile" is about a situation in which "it's becoming increasingly difficult to distinguish 'Democratic Freedom Fighters' from drug dealing political gangsters." "Englishman in New York" is about a friend who "told me over dinner that he looked forward to receiving his naturalization papers so that he could commit a crime and not be deported." "Rock Steady" is exactly that. And Gil Evans "reminds me of one of those wise elders from Star Trek who are the only survivors of a planet after some holocaust, the sole guardians of all the knowledge of their race."

A pretty rock star who can think and sing: "Every day another miracle."

Bruce Springsteen, "Tunnel of Love" (CBS). Although it is a happy surprise to hear Springsteen move toward the best of his possible worlds — between the unrelenting macho back-beat of "Born in the USA" and the "how sensitive I am" mood of "Nebraska" — this (No. 1 this week in the Billboard chart) is not a happy album.

His songs are therapy for him, and though his family scrapbooks and personal confessions are not necessarily about his own experience, gremlins do seem to have invaded his mind. The opening track "Ain't Got You," a ballad, is four stanzas of despair. He has fortunes of diamonds and gold, houses across the country, a diamond watch, pounds of caviar, a fancy foreign car, a hundred pretty women knock down his door and folks he doesn't know want to kiss him, but he's still "the biggest fool honey this world ever knew."

Lovers lose each other in the tunnel of love, have unwanted babies, go "one step up and two steps back." Lonely people drive on highways in the dark with a tremor, blind down over their heart, walk down dark roads missing their home, feel coldness rise up inside, ask God to have mercy on the man who doubts what he's sure of. And "when you're alone you ain't nothing but alone."

Even the production sounds lonely, as if it were mixed in some prototype nowhere. Whether accompanied by acoustic guitar, har-

monica, discrete synthesizer beds or full-out two-guitar rock, Springsteen's voice seems to be coming from an isolation booth. With his technological experience, financial means and sensitivity, this is unlikely to be coincidence. It is honed and timely catharsis for a record deficit.

Tom Waits, "Frank's Wild Years" (Island). No need to Q-tip your ears, it's not a short circuit, your needle isn't dusty and nothing's wrong with the speakers. It's Tom Waits and his "Operatic Romanticism in Two Acts" — a story about how "One moonlit night Frank packed up his accordion and said blow wind blow wherever you may go... Cause I'm going straight to the top... up where the sir is fresh and clean."

Asked by Musician magazine why Frank leaves Rainville ("a good place to dream yourself away from") by train, Waits responded: "The thing about train travel, at least when you say goodbye they get gradually smaller. Airplanes, people go through a door and they're gone. They say now that jet lag is really your spirit catching up to your body."

His mournful wheeze reminds you of Louis Armstrong, Rudy Vallee with his megaphone (actually it's a police bullhorn), Hoagy Carmichael, Howlin' Wolf, Captain Beefheart and Frank Sinatra with lyrics. The accompaniment — which includes accordion (by Los Lobos' David Hidalgo), pump organ, "cocktail piano," optigan, plucked banjo, glockenspiel and -crusy, -howling horns — resembles Kurt Weill, Frank Zappa, the Lounge Lizards, Harry Partch and a Las Vegas bar band. The lyrics (by Waits and his wife, Kathleen Brennan) recall Bertolt Brecht, Jack Kerouac, Charles Bukowski and Mark Twain:

"Hang on St. Christopher on the passenger side. The hats are in the belly, the dew is on the moor... roads missing their home, sea coldness rise up inside, ask God to have mercy on the man who doubts what he's sure of. And 'when you're alone you ain't nothing but alone.'"

As Tom Waits says, "dancing in the slaughterhouse."

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Iran Denies Death of Iranian Foreign Minister. An Iranian Foreign Minister, who was killed in a plane crash, is said to have survived, Iranian officials claim.

DEATH MINE. A mine in a road south of Baghdad has killed a soldier and wounded another, Iraqi officials say.

YES, HERB? A cartoon showing a man and a woman talking.

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PARIS 8th

LE CHAMBERLAIN

New Gray House. 11, Ave. de la République. 47.25.12.12. 10, Rue des Capucines. Tel. 40.15.00.30.

PARIS 8th

A decor and a Chinese cuisine unique in Europe.

LE JARDIN VIOLET

19, rue Bayard - Air conditioning. Reservations: 47.25.12.12.

PARIS 9th

LUDMILA PAVILION RUSSE

Dinner-copier. Russian atmosphere with vodka & her inspiration in dressing surroundings. 46, Rue Frognon. Tel. 47.25.12.12.

PARIS 9th

MAX GOLDENBERG

The finest trad. Jewish food Sun. brunch. 25 Rue Frognon. Tel. 47.70.30.32. Closed Mondays.

PARIS 14th

LE GRAND CHINOIS

6, av. de New York. 47.25.12.12. Diner, 10-11h. 12-13h. 14-15h. 16-17h. 18-19h. 20-21h. 22-23h. 24h. 25h. 26h. 27h. 28h. 29h. 30h. 31h. 32h. 33h. 34h. 35h. 36h. 37h. 38h. 39h. 40h. 41h. 42h. 43h. 44h. 45h. 46h. 47h. 48h. 49h. 50h. 51h. 52h. 53h. 54h. 55h. 56h. 57h. 58h. 59h. 60h. 61h. 62h. 63h. 64h. 65h. 66h. 67h. 68h. 69h. 70h. 71h. 72h. 73h. 74h. 75h. 76h. 77h. 78h. 79h. 80h. 81h. 82h. 83h. 84h. 85h. 86h. 87h. 88h. 89h. 90h. 91h. 92h. 93h. 94h. 95h. 96h. 97h. 98h. 99h. 100h. 101h. 102h. 103h. 104h. 105h. 106h. 107h. 108h. 109h. 110h. 111h. 112h. 113h. 114h. 115h. 116h. 117h. 118h. 119h. 120h. 121h. 122h. 123h. 124h. 125h. 126h. 127h. 128h. 129h. 130h. 131h. 132h. 133h. 134h. 135h. 136h. 137h. 138h. 139h. 140h. 141h. 142h. 143h. 144h. 145h. 146h. 147h. 148h. 149h. 150h. 151h. 152h. 153h. 154h. 155h. 156h. 157h. 158h. 159h. 160h. 161h. 162h. 163h. 164h. 165h. 166h. 167h. 168h. 169h. 170h. 171h. 172h. 173h. 174h. 175h. 176h. 177h. 178h. 179h. 180h. 181h. 182h. 183h. 184h. 185h. 186h. 187h. 188h. 189h. 190h. 191h. 192h. 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LE PRESSBOURG

Treatments of the sea. Seafood, fish, grill. Big. Good. Vieux Art d'Orfèvre. Tel. 47.25.12.12. 1, rue. 3 Aved. Grande-Armée. 43.00.22.71.

PARIS 16th

PRUNIER TRAKIR

16, Ave. Victor-Hugo. 73.16 Paris. Tel. 43.45.12.12. Famous for its sea. seafood and its 1975 table. 300-400. Closed Mondays.

PARIS 16th

LE TOTEM

Marquise terrace. Live music. Brunch. & dinner. Grill on stones. Menu 1720 of Groups. Vegetarian. At all years. 17 Fr. The stars (Paris de la cuisine). 16, Avenue (Pigasso) side. Tel. 47.27.74.11.

PARIS 16th

THE YANG

21 Ave. Pierre 1^{er} de-Seine. Reservations: 47.20.68.07/20.70.22.22. Near-Vieux, Frankfurt, German, Danish.

PARIS 16th

NEURILLY

Indian grill. Tandoori spec. Indian grill. 19, rue. Tel. 47.40.31.01. 40-45-14-20/43-35-27-21. de-Gaulle. T. 46.24.52.43/46.34.97.

PARIS 16th

ASHIANA

Indian grill. Tandoori spec. Indian grill. 19, rue. Tel. 47.40.31.01. 40-45-14-20/43-35-27-21. de-Gaulle. T. 46.24.52.43/46.34.97.


PARIS 16th

KERVANSARAY

Turkish & Int'l specialties. Indian grill. 19, rue. Tel. 47.40.31.01. 40-45-14-20/43-35-27-21. de-Gaulle. T. 46.24.52.43/46.34.97.

AMX Most Actives					
	Vol.	High	Low	Last	Chg.
TeaAir	7191	14	12 1/2	13 1/2	—
Angdani	6650	30 1/2	29	29 1/2	+ 1/2
94T	4623	7 1/2	7 1/4	7 1/2	+ 1/4
ENB S S	4434	20	18 1/4	19 1/4	+ 1/4
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94T	1786	11 1/4	10 1/4	10 3/4	+ 1/4
Profil	1722	4 1/4	4 1/4	4 1/4	+ 1/4
Fluor	1722	4 1/4	4 1/4	4 1/4	+ 1/4
Fuad S	1628	10 1/4	9 3/4	9 3/4	+ 1/4
Widell	1413	16 1/2	15 1/2	15 1/2	+ 1/2
Alco	1401	25 1/4	24 1/4	24 1/4	+ 1/4

Chopard
GENÈVE



18 ct. gold - water-resistant

reflected from within. With this
cover the beauty of pure mechanics
in the art of watch-making. Entirely

(Continued from Page 1)

"What is not evident is movement on the budget issue, and that's got people very anxious," Mr. Ackerman said.

"The market still remembers. 'Black Monday' won't be forgotten," said Tom Gallagher, a managing director in charge of capital commitment at Oppenheimer & Co., referring to the Oct. 19 plunge in share prices. Pressure on the dollar and lack of an agreement on the budget will drive down prices, he added.

Stock prices had defied the sinking dollar for several sessions, but analysts warned that the weak U.S. currency could stall the market's recovery from two weeks of volatility.

A weak dollar can hurt stock prices by making U.S. securities less attractive for international investors, who played a significant part in Wall Street's five-year bull market.

The stock market is reacting to the falling dollar and the fact that the West German central bank hasn't done anything to lower interest rates," said Robert Kahan, manager of equity trading at Montgomery Securities in San Francisco.

In London, the Financial Times-Stock Exchange index of 100 leading shares fell 69.8 points to 1,653.9.

NYSE Lifts Some Curbs

Reuters
NEW YORK — The New York Stock Exchange said Tuesday that it was withdrawing its request that companies not initiate program trading for their own accounts, beginning Nov. 4.

The exchange said, however that its request that all members refrain from using NYSE automated order-delivery systems to execute any program trades after the opening remained in effect.

The requests were made after the market's steep plunge on Oct. 19 to help curtail the heavy volume that such computer-related trading can generate. Volume in the recent market turmoil far exceeded the previous records.

Ian Harwood, equities analyst at Warburg Securities, said he saw two main reasons for the slide in British share prices. "There is a basic lack of liquidity following the flotation of British Petroleum and the move into government bonds. Also, uncertainty over the U.S. economy is keeping anyone with money to invest out of the market."

American Electric Power was the most active NYSE-listed issue, off 3% to 26 1/2.

It was followed by Central & South West, off 1 to 31 1/4.

Tenaco was third on the active list, down 3 1/4 to 31.

(Reuters, UPI)

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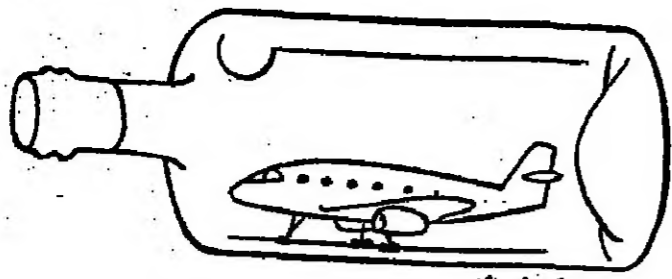
(Continued on next left-hand page)

The top half of the advertisement features the Chopard brand identity. At the top, the word "Chopard" is written in a large, elegant, black cursive script. Directly beneath it, the word "GENÈVE" is printed in a smaller, bold, black, all-caps sans-serif font. Below the text is a black and white photograph of a Chopard wristwatch. The watch has a round, light-colored dial with Roman numeral hour markers. It features two sub-dials: one at the 6 o'clock position and another at the 9 o'clock position. The dial is signed "Chopard" and "GENÈVE". The watch is fitted with a dark, textured leather strap with visible white stitching along the edges. The watch is positioned horizontally across the middle of the advertisement.

LUNA D'ORO Beauty reflected from within. With this classic time piece you can discover the beauty of pure mechanics remaining the quintessence in the art of watch-making. Entirely handcrafted the self-winding watch shown above indicates the day, date and moonphase simultaneously. Available at leading jewellers worldwide.

**For further information, please contact: Chopard & Cie. S.A.
8 rue de Veyrot, 1217 Meyrin-Genève, tél. (22) 82 17 17**

هكذا من العمل



THE WORLD OF DUTY FREE

Shopping



Will Europe's Loss Be the World's Gain?

DUTY free existed in a twilight world, tolerated by customs authorities as it developed into an \$8 billion industry. In Europe it needed only two directives to rationalize the business. One in particular, the seventh, would have given it legal acceptance.

In a shock move, virtually a year ago to the day, the European Commission advised the European Council that it was withdrawing this directive.

The confidence shown at last year's Tax Free World Exhibition turned to horror as the implications of this decision sunk in. After all, Europe accounts for some 46 percent of the world's duty free trade, a good half of which is transacted between EEC residents.

The EEC has set itself the task of eliminating internal economic frontiers by 1992. This arbitrary date is already raising problems in the drive to allow the freer movement of people, goods and money around the twelve member countries. For instance, more than 130 market opening schemes should have been approved last year, but are still under negotiation.

The decisions required are contained in well-intentioned memoranda rather than formalized legislation or draft directives. Committee discussion delays matters while common agreement is sought. The industry is seizing its opportunity to create a strong political and economic lobby while time remains.

Philippe Haron, currently on secondment as director of the International Civil Airports Association European Community Bureau from the British Airports Authority, has been the prime lobbyist at the EEC and industry coordinator the past five years. His members are going to be among the hardest hit, firstly by the loss of revenue from duty free sales and secondly by the cost of restructuring their airports to restrict sales to EEC travelers while allowing them to non-EEC residents.

Haron's lobbying platform is powerful and clear. He argues that duty free revenues keep fares down. Without them the EEC itself calculates that sea ferry fares would rise by 30 percent and air fares by 20 percent.

There is no denying that



duty free is popular among international travelers, who tend to regard it as a right and recognize that it gives good value for money. But, equally importantly, the business provides jobs for some 250,000 people and promotes European exports by providing a high quality shop window to the world's travelers.

A further consideration, it discourages minor but cumulative smuggling by allowing open purchase. And it does no harm to national traders as the reduced prices allow travelers to pamper themselves with goods that they might otherwise be unable to afford.

Nor does it affect aircraft safety. As Britain's aviation minister, Michael Spicer, MP, commented in reply to a parliamentary question: "My chief inspector of accidents

has advised that there is no evidence that the carriage of alcohol in aircraft passenger cabins has jeopardized survival of any survivable aircraft accident."

In Haron's view, duty free facilities should remain until the last customs officer in the EEC has been withdrawn.

At the time of their privatization, Sir Norman Payne, chairman of the British Airports Authority, was asked if the termination of duty free to EEC residents would adversely affect the company. He expressed the view that the problem could probably be solved by swift diversification elsewhere and the raising of landing charges.

In Britain the industry has gathered itself under the title of The Duty Free Council and

the slogan "Value Duty Free." This council under the chairmanship of Peter Rees QC, now a member of the House of Lords and past MP for the major English Channel port of Dover, has appointed a public relations company, Profile, to plan its campaign. Companies from all parts of the British duty free industry are providing the funds.

It is also hoped that their international trade association the International Confederation of Suppliers to Airlines Airports and Shipping (ICO-SAAS) will link Britain's actions with those of the duty free trade in other EEC countries.

Meanwhile, the Europe against Cancer campaign is determined to eliminate the sale of tobacco in duty free

shops. If this movement gains the desired momentum it could achieve its objective before the 1992 date in the current climate for duty free abolition. With the current concerns for reducing alcoholism and alcohol abuse, liquor sales in duty free may follow fast behind. That would decimate Europe's duty free trade well before the Commission's target date.

Before 1992 a new European Parliament is due to be elected. Perhaps the newly elected representatives will take a more benign view of this whole matter. Whatever the outcome, even if Europeans must suffer the loss of their treasured duty free, the rest of the world's travelers will still be able to make purchases as they depart from the continent.

Today's \$8 Billion Market

FROM virtually nothing to \$8 billion in something over thirty years is not bad by any industry's standards. Originally based on an old maritime concession, duty free shopping as we know it today took off with the opening of a shop in Shannon Airport, Ireland in 1953.

Nor surprisingly, with the advent of the jumbo jet and the rapid growth of air traffic in the 1970s, the business reflects the way that the mass of people travel.

The nature of products sold and their relative importance has shifted somewhat over recent years. As greater diversity of products has been accepted for sale in the larger areas made available by airport operators to this highly profitable business, so the core products of tobacco and liquor have given way to the influx of fragrances, electronics, fashion, luggage and other products.

There are clear developments toward selling goods designed especially for easy and light transport and use, items such as liquor gift packs in easy-to-carry cartons, toiletry packs containing a selection of small bottles or a collection

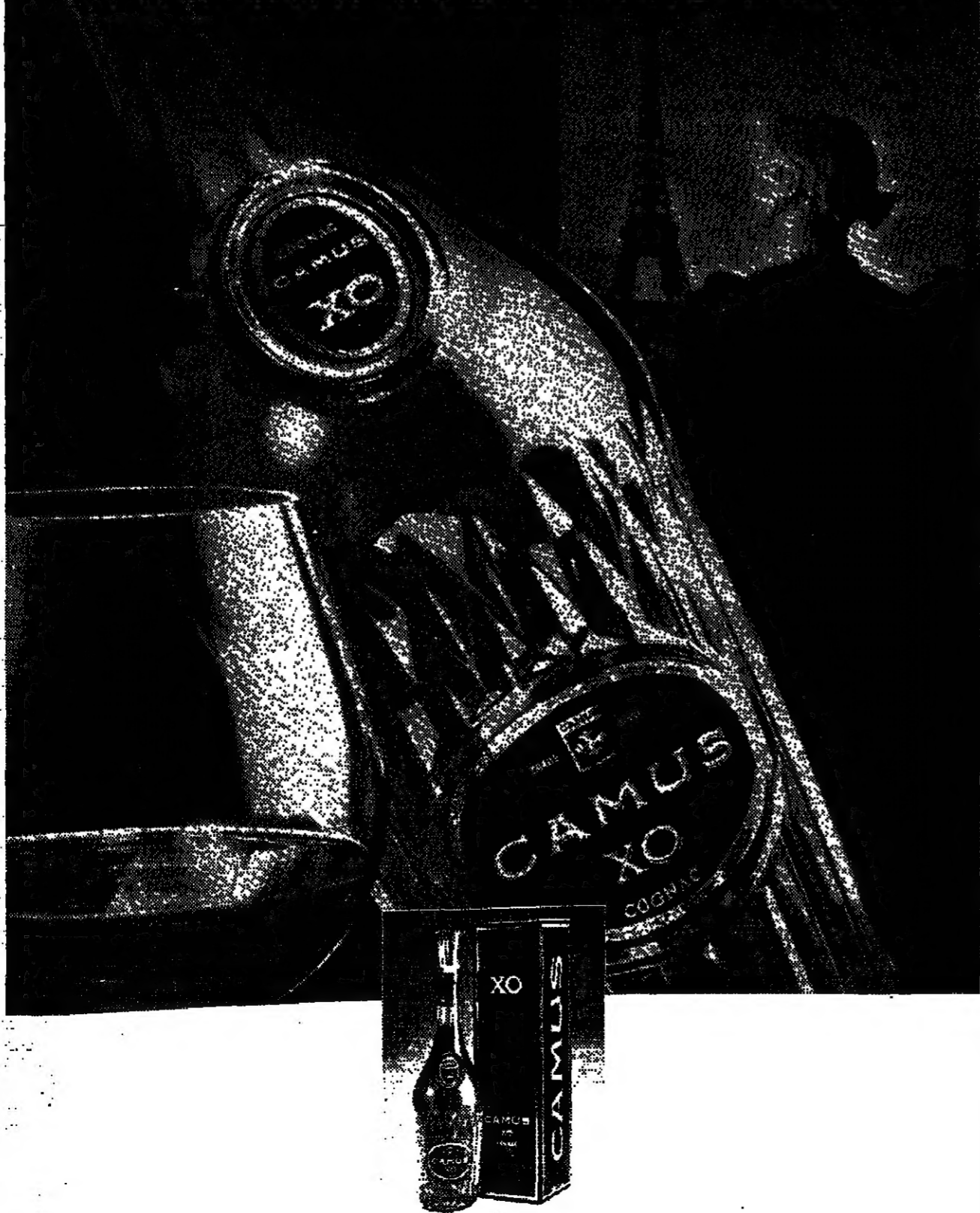
of miniaturized clothes iron, hair dryer and shaver, all in a special travel pouch.

World ferry traffic is mainly concentrated in certain areas such as the English Channel, the North Sea and the Baltic, where a very large trade is conducted between the Scandinavian countries. Because of the frequency of travel between its closely located countries, Europe has dominated the world's duty free trade. This is why the possible elimination of duties and taxes between member countries poses such a threat to this significant industry.

There is some contention as to whether duty free offers a real, tangible benefit. While duty or tax is deducted, the price is often considerably raised. Yet a typical demand made by a duty free franchiser is that prices be 20 percent below those in local cities.

The benefits, when all is said and done, depend on the nationality of the shopper. Buying whisky in Heathrow will certainly be advantageous for a Scandinavian or Japanese. However, since business expenses or holiday money is usually used for the purchase, caution is not necessarily the major concern.

WHO CAN RESIST THE MAGIC



Sensuously Smooth. Mysteriously Mellow. Gloriously Golden. Who can resist the magic of Camus XO Cognac?

C'EST FANTASTIQUE

Goldpfeil. This traditional name stands for highest quality all over the world. Our reputation began in Germany as early as 1856 when Ludwig Krumm began manufacturing cleverly designed and beautifully made purses and wallets. Today, connoisseurs of leather in more than 50 countries appreciate the wide range of Goldpfeil products which include luggage and other travel items, handbags, business accessories and specially designed gifts. Goldpfeil - when only the very best will do. We are exhibiting at the Tax Free World Exhibition in Cannes in the "Méditerranée Village" stand N 14.



Enquiries: Goldpfeil Ludwig Krumm AG, P.O. Box 100642, Kaiserstrasse 39-49, D-6050 Offenbach, W. Germany, Telephone: (69) 80 590, Telex: 4152 880

PARIS LONDON FRANKFURT MUNICH
HAMBURG MIAMI MEXICO CITY SINGAPORE
TOKYO HONGKONG TAIPEI MELBOURNE

GOLDPFEIL



GOLDEN ARROW ON TARGET

In 1856 Ludwig Krumm, purse maker, founded the business known today as Goldpfeil. A century later this prestigious company, based in Offenbach, was expanding and international business represented 20 percent of its turnover. Today Goldpfeil has its own boutiques in cities such as Miami, Mexico City, Tokyo, Singapore, Hong Kong, Melbourne, Sydney and London.

Its products are available in virtually all major airports and expansion continues.

This up-to-the-minute company, symbolized by its upward pointing golden arrow, combines the use of novel high-tech materials with a staunch adherence to the traditional art of purse making in high quality leather.

The contrasts can be seen in the modern Image and Executive Lines. Especially suit-

able for the duty free shopper, however, are the Caracciola and Sport Collections. Caracciola has a ruggedly casual character inspired by the legendary German driving ace. A natural shrinking process results in leathers with a grained effect and subtle nuances of color. Sport epitomizes sporting elegance in the English style. Colors are a distinctive burgundy, mellow scotch or rich espresso and classic black.

COINTREAU LAUNCH TAX FREE TRADERS

HOT news from the Tax Free World Exhibition in Cannes this week is the launch by the major drinks group Cointreau of Topline Tax Free Traders. This is a new, worldwide duty and tax free trading company operating autonomously within the Cointreau Group based on the first-hand experience of its German subsidiary Herman Joers. Says Pierre Cointreau, chairman of the board, "Topline currently operates in three areas — Germany, France and Benelux — and more will be added shortly."

Although Cointreau is noted for its wines and spirits, Topline will be handling a full range of duty and tax free products ranging from tobacco, fragrances, watches and electronic goods to jewelry and other fashion items. Manufacturers represented by Top-



Peter Brandema.

line will have the full benefit of their experience and contacts in all branches of the duty free trade allied to their considerable marketing expertise. No competitive brands will be held in the portfolio. "Topline's independence," says Peter Brandema, marketing coordinator, "will be a major benefit and our objec-

tive is optimum brand performance."

While several existing trading companies are to be found in the tax and duty free markets, most of them act as agents for some brands and wholesalers for others as well as being active in the retail area. Hubert Miller, managing director of Cointreau, comments: "We believe that this diversity of operation has a built-in bias that can conflict with optimum brand performance. Topline will concentrate solely on marketing the brands of our principals."

TRAVELING LIGHT

PHILIPS certainly has the needs of travelers in mind. Look at their Ladyshaver range for instance. With a convenient travel pouch they come packed in a distinctive black and white box and make an ideal gift. Other Ladyshave models offer deluxe cord and battery operated versions.

The Philips Cosmetic Set pampers the travel weary body with its eight additional attachments. Freed of the need for cords or batteries, the Philips Combi gas powered hair curler and styling brush is ready to use in a minute and perfectly safe to handle.

For men, the Philipsave electronic rechargeable shaver with its double action shaving system is recognized as one of the most powerful on the market. Philips also produces a folding hair dryer. With its lightweight pouch it makes an ideal travel companion.

The flavour of an island in a single malt.



Isle of Jura
SINGLE MALT
SCOTCH WHISKY

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THE WORLD OF DUTY FREE

Oasis in the Gulf

TURNOVER this year is expected to exceed \$45 million, an increase of more than 125 percent over the first full year of operation in 1986. This may not put Dubai at the top of the big league tax free operators but it is the way in which the targets have been achieved — the outlets themselves, presentation, picked staff and some of the lowest prices in the world — that has had an impact on other tax free operations.

Dubai Airport is an oasis among tax free shops. "Above all we have tried to make it a pleasant place for the air traveler to browse — and spend his, or her, money," says general manager Colm McLoughlin who is sometimes critical of the hurly-burly and so-called cheaper prices at some tax free operations.

Dubai itself, which is one of the United Arab Emirates, is virtually a tax free city as practically no duty is levied on imports, which are the basis of its entrepot trade up and down the Gulf. Against only 4 percent duty, McLoughlin has had to make his prices competitive with the local market where traditional haggling, particularly in the gold souk, is still common.

Gold is the top selling item, representing 19 percent of turnover followed by liquor and cigarettes accounting for a combined 24 percent. These are followed by perfumes, electronics and confectionery.

Dubai's rapid takeoff in the tax free world (it has three major awards behind it and McLoughlin, a winner himself last year, is one of the judges this year) came about by a

chance transit stop in Shannon by an Arab.

Mr. Mohd-din Binhend, director general of Dubai's Department of Civil Aviation, was so impressed by what he saw that he contracted Aer Rianta to do for Dubai what they had done in Shannon. McLoughlin and two of his existing senior staff, John Sutcliffe and George Horan, known as the "Irish Trinity," were part of that original team.

With a staff of 300 they look after 26 shopping outlets

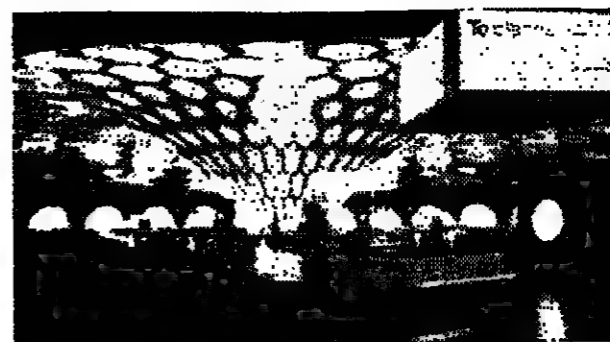


Mohammed A. Mounib.

on the airside and three on the landside, including a newly opened arrivals duty-free shop. Other developments include a cigar room in the liquor shop and a converted ladies fashion shop selling accessories.

Concentrating on value and service are top priorities in Dubai's strategic duty free policy. Says John Sutcliffe, deputy general manager: "By far the most serious problem facing the industry worldwide now is the image it has, particularly over pricing policies. Traditional duty free products — liquor, tobacco and perfumes — now face competitively priced downtown outlets."

"Price is only one of many



Abu Dhabi airport.

considerations. Equally important are choice, well presented displays, shop facilities and, of

course, service," says Sutcliffe. "Service before profit" is also the aim of Mr. Moham-

med Mounib, operations manager of the Abu Dhabi duty free complex, where turnover in the first half of the year has already reached \$9.7 million. Electronics and cameras have displaced liquor as the best selling product category topped only by tobacco. Because of a wide variety of fragrances being offered in the perfume shops, sales have doubled this year and are expected to reach just under \$3 million by the end of December.

— Lee Voysey



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FOR THE CONNOISSEUR

FOUNDED in 1758, the House of Berentzen is firmly rooted in the Emsland district of Northern Germany where the distillation of grain spirits enjoys a rich tradition.

The product for which Berentzen is best known today is Appel. Germany's top exported spirits brand, this trend setter was launched in 1976 and immediately created a market of its own.

Drink it straight or try the Berentzen Paradise, a refreshing cocktail created by Gilbert



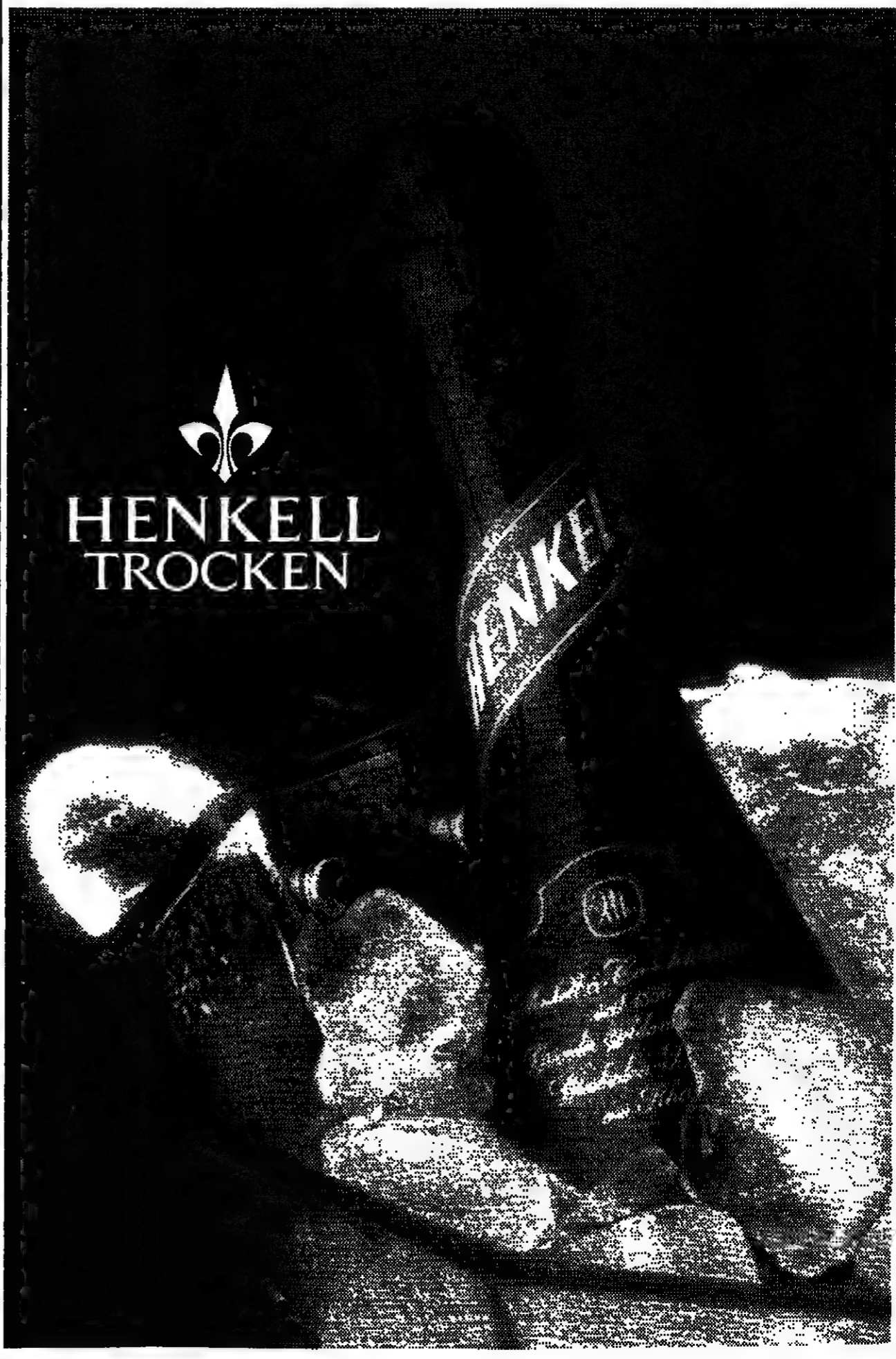
Guille of the Intercontinental Hotel in Geneva, by blending Berentzen Appel with vodka, fresh orange juice and just a little Campari.

THE FIREBIRD

Half the night went by when suddenly the garden was lit up as if by sunshine.

Isarevich Ivan looked, and he saw the Firebird come flying up and perch in the apple-tree and peck at the golden apple.

He crept up quietly and caught the bird by the tail.

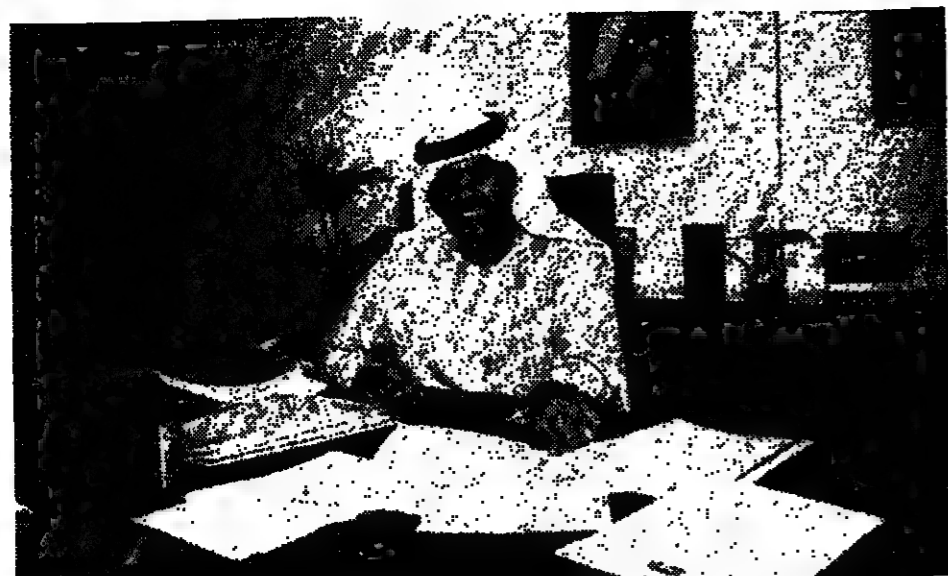


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ADVERTISING SECTION



Mohi-Din Binhendi, Director General of Dubai's Department of Civil Aviation.

Onshore Haven

LEGEND has it that the Ruler of Dubai, Sheikh Rashid bin Saeed Al Maktoum, out for a picnic one day in the mid 1970s, saw a line of ships on the horizon waiting to unload

their cargoes. "We must build a port — here!" he exclaimed, thrusting his stick into the ground at Jebel Ali. Five years ago the port was ready — but scarcely overused.

The largest man-made har-

bor in the world, it has berths for 67 ships alongside nearly ten miles of wharves on the edge of the Arabian Gulf.

Then in 1985 it was decided to turn the whole 7,500 acre site into a tax free zone, a kind of offshore base within the emirate. Anyone wanting to use the free zone is offered a wide-ranging package of tax incentives and other benefits from cheap electricity to duty-free exemptions on all imported goods and equipment.

Since the change in status to a fully fledged free zone, applications from companies wishing to set up manufacturing, assembly, or simply warehousing and distribution facilities, have been flowing in at a steady rate.

One of Jebel Ali's strengths is its strategic geographical location and its ability to serve a potential market area of more than one billion people.

This Advertising Section was written by Peter R. Wenban & Associates.

THE WORLD OF DUTY FREE



Dubai duty free shopping complex.

Comments Ed Butler, recently appointed marketing director: "We have now assigned more than 130 leases covering everything from offices to factory premises. We are really optimistic, especially about the manufacturing side, as we are offering some unique benefits."

Some of the big names which have taken the plunge and moved into Jebel Ali include Arco, Black & Decker, Toyo Menka, McDermott and Union Carbide. There has been so much interest from the textile sector that a temporary "hold" has been put on any further applications.

Butler's view is that, with a \$2 billion investment in the port and its infrastructure, the FZA has got to get down to business and get things moving. It cannot afford administrative hangups for whatever reason. One of the principal attractions to foreign operators and joint venture partners is that because Jebel Ali is in effect an "offshore" situation the FZA takes care of all immigration issues and the sponsorship problems which are a peculiarity of doing business in that part of the Arab world.

Also within the industrial area are several capital intensive industries such as the Dugas processing plant, one of

the largest aluminum smelters in the region. Dugas also produces most of Dubai's fresh water from an associated desalination plant.

One of the newest developments is the combination of air-sea duty free cargo from



Gold boutique at Dubai International Airport.

Jebel Ali and the nearby international airport at Dubai. Many distributors and manufacturers from the Far East are

shipping consumer goods to Jebel Ali and then flying them air cargo for onward regional distribution. This cost effective

solution can cut freight handling times by as much as one third.

— Lee Voysey

The Ultimate in Fly/Drive

MOST diplomats already know what tourists and expatriates are now learning about tax free automobile purchases.

Special duty free prices for the finest makes of European automobiles, including Volvo, Saab, Mercedes-Benz, BMW, Audi, Volkswagen, Jaguar, Citroën and Fiat, can result in considerable savings. Increasingly, too, a network of duty free car dealers are offering top-of-the-line North American and Japanese models.

With a little advanced planning, a tourist can fly to Europe, visit either a car manufacturer offering duty free prices or a reputable dealer specializing in tax free shopping and drive off on vacation in the latest model. At the end of the tour, the tourist merely drops the new car off at the designated shipping center and, upon the new car's delivery in their home market, the duty free car buyer often finds that the savings on domestic taxes more than pays for the ultimate fly/drive vacation.

In many instances, purchases can be made on the spot. However, a two-month deposit and a 25-percent deposit can be expected for a particular model or a custom-made product. Hence, the need to order in advance for pickup on arrival in Europe. An expert plate issued in one country allows for unhindered travel through almost all of the Continent. Insurance covering the vacation period, usually in the form of an international green card, offers total coverage. In addition, to facilitate touring, including city and country maps, pamphlets detailing cultural events and information on international driving

are offered by auto dealers and manufacturers.

With a duty free purchase, the vehicle can be driven for twelve months in a country in which the customer does not reside. In some cases, this can be extended for an additional year.

Diplomats and expatriates returning home have long been the backbone of the duty free car industry. Many of Europe's tax free dealers have been serving the diplomatic/expatriate market for decades and have developed roadside service packages, technical compliance options, special insurance and licensing amenities, all of which helps to take the hassle out of international driving. In addition, some dealers supply special tires and engine protection for Third World motoring.

The amount you save buying a duty free car varies according to the country of registration and the level of purchase tax in those countries. For example, in most of Latin America, only diplomats can import a duty free car. North Americans save an average of 9 percent after all charges, while Europeans will save between 40 and 14 percent on local taxes if they qualify. In the Middle East and most Asian countries, savings of 25 percent can be expected.

A Common Market resident domiciled outside the European Community can purchase a duty-free car, have it shipped to his destination and bring it back to his home country as part of the household effects without having to pay any taxes. This aspect of duty free automobile purchasing is expected to be even more appealing when intra-community tariffs are amended by 1992.

A major factor in savings — besides local and national taxes — is the currency exchange rate, and duty free car sales volume reflects this. A European model that is base priced in Deutsche marks can be paid for in dollars at most duty free outlets at that day's exchange rates, so savings are very much dependent on the relative strength of the currency in which you are paying. Most dealers will help you select the most favorable currency prior to selling you a car.

The bottom line you arrive at should also take into account the considerable savings such a purchase can make when combined with a European vacation or visit. If you compare the price of buying a new top model car in your home country versus the duty free price abroad, and add the savings that your new car will roll up in the form of local tourist transportation between Denmark, France, Germany, Holland and the U.K., for example, then buying duty free becomes even more advantageous. Frequent travelers also know that the best way to get around Europe and get a first-hand view of its picturesque peoples and villages is not in a large tourist bus, but in one's own car — and at one's own pace.

The duty free car industry is growing and has taken on an importance for manufacturers that is unique. The dealers find themselves competing to some degree with each other and the manufacturers by offering competitive after-sales service and prices. However, as one dealer noted, the future outlook for duty free car buying is positive, because more people around the world are traveling outside of their countries and, consequently,

more people are becoming aware of the savings and availability of tax free purchasing.

The manufacturers themselves see duty free as deserving of special separate marketing efforts because — as in the duty free industry in general — the diplomats, expatriates and tourists who buy are becoming a key part of the upmarket banding of their products.

For further information, please write:

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ACS Automobil & Consumer Service, P.O. Box 190, 100, D-6000 Frankfurt/M.

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Foreigners Get Caution On the Nordic Exchange

By PER ISAKSSON

STOCKHOLM — The prospect of a prompt foreign intervention to save the Nordic stock exchange has prompted foreign investors to caution about whether foreign money will be used to support the market. The Danish and Swedish governments are reluctant to withdraw from the market regulations preventing them from doing so.

Henrik Karlén, president of the Swedish stock exchange, said: "We are very worried about the crisis in the market. We need preliminary figures about the foreign intervention. It is important for us to know the amount of the intervention for up to 100 million Swedish kronor on the Swedish stock exchange in the second half of October."

The crisis in the Nordic stock exchange was also evident on the market for foreign exchange. For example, the Danish krone fell 15 percent in the two weeks ending Oct. 23. The Norwegian krone fell 10 percent in the same period. The Norwegian krone fell 10 percent in the same period. The Norwegian krone fell 10 percent in the same period.

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Currency

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Tuesday's NYSE Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

12 Month High	Low	Stock	Div.	Yld.	PE	52 High	52 Low	Open	Close
44 1/2	44 1/2	MetLife	1.20	4.2	11	148 1/2	147 1/2	148 1/2	148 1/2
18 1/2	18 1/2	Merck	1.20	4.2	11	70 1/2	69 1/2	70 1/2	70 1/2
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18 1/2	18 1/2	Merck	1.20	4.2	11	70 1/2	69 1/2	70 1/2	70 1/2

INTERNATIONAL FUNDS (Quotations by Funds Listed) 3rd Nov 1987

The following table lists the closing prices for various international funds as of November 3, 1987. The table is organized into columns for different fund categories and includes the fund name, its ticker symbol, and its closing price.

Fund Name	Ticker	Price
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10

INTERNATIONAL FUNDS (Continued)

Fund Name	Ticker	Price
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10

INTERNATIONAL FUNDS (Continued)

Fund Name	Ticker	Price
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10

INTERNATIONAL FUNDS (Continued)

Fund Name	Ticker	Price
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10

INTERNATIONAL FUNDS (Continued)

Fund Name	Ticker	Price
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10
ALFA GROUP	ALFA	10.10

AMERICAN UNIONS Agree to Help Financier's Bid

Three Are Freed on Bail in the Guinness Scandal

Floating-Rate Notes

Deutsche Marks

Japanese Yen

Pounds Sterling

E.C.U.

Hitachi, Ltd. (CDR)

BUSINESS ROUNDUP

VW Says Net Rose 6.5% in 9 Months

Reuters
BONN — Volkswagen AG on Monday reported a 6.5 percent rise in group net profit in the first nine months of 1987, but bankers say the government's plans to sell its 16 percent stake will almost certainly be delayed because of the drop in the stock market.

One analyst in Frankfurt said banks there had planned for a Nov. 9 sell-off. But, he said, "The date has not been officially confirmed or canceled. I presume it will be put off until next year."

At short notice, VW canceled a company presentation for bankers in Frankfurt and Zurich that had been scheduled for Monday.

The presentation was expected to be an unofficial kick-off for the government's sale of its 16 percent shares, but neither the company, nor Dresdner Bank, the host of the presentation, had linked it to the privatization.

Since the stock market plunged, the automaker's shares have lost more than a quarter of their value, falling to 268.10 Deutsche marks (about \$155) at Tuesday's close in Frankfurt from 366 DM on Oct. 16.

Stephen Reimann, European motor analyst with UBS-Phillips & Drew in London, said, "It would be politically sensitive if the government were to sell at 270 marks."

The government's original intention was to sell its shares this year,

but the sell-off was provisionally put off until 1988 after disclosure in March of a 473 million DM loss through fraud at VW's foreign-exchange department.

However, Finance Minister Gerhard Stoltenberg said in September, before the stock prices fell, that the sale would probably go ahead this year after all because the situation at VW had stabilized.

VW's group net profit rose to 393 million DM in the first nine months from 369 million a year earlier, while parent company net rose 6 percent to 365 million DM from 344 million.

Group revenue rose 2.6 percent

Mitsubishi Reports Net Rose 4.3% in First Half

Agence France-Press
TOKYO — Mitsubishi Motors Corp. has reported that unconsolidated net profit in the first half of fiscal 1987 rose 4.3 percent to 5.54 billion yen (\$40.44 million).

Mitsubishi, which is affiliated with Chrysler Corp. of the United States, said Monday that unconsolidated sales in the first half totaled 824.11 billion yen, up 4.4 percent from a year earlier. Pretax profit rose 95.6 percent to 10.60 billion yen. Exports increased to 424,800 vehicles in the first half, from 395,600 a year earlier, it said.

Olympia & York To Enter Talks With Santa Fe

Reuters
WASHINGTON — Olympia & York Developments Ltd. said Tuesday that it had entered talks with Santa Fe Southern Pacific Corp. that it was considering making an offer of at least \$63 a share for it, a bid that would value Santa Fe at about \$9.7 billion.

In a filing with the U.S. Securities and Exchange Commission, the Toronto-based Olympia & York said it was contacted Sunday by Santa Fe about proposals that would pay \$63 a share for the 93.1 percent of Santa Fe that it does not already hold.

Olympia & York said it had signed a confidentiality agreement with Santa Fe on Monday, granting it access to the information that was provided to Hensley Group Inc. Hensley has offered \$63 in cash and securities, or about \$8.3 billion, for the 85 percent of Santa Fe it does not already own.

Olympia & York said its talks may explore alternatives, including a merger, or a recapitalization or restructuring of Santa Fe.

U.S. sales fell 15.4 percent in the first nine months, but this compared with a slump of more than 39 percent in the first quarter.

VW said problems in Latin America had been caused by price controls in Brazil and by a strike at its Mexican operations.

Mr. Reimann said he was expecting fairly flat results for the whole year, while others said they believed group net profit could rise to at least 600 million DM from 580 million DM in 1986.

Hans-Joachim Filz, with Bank in Liechtenstein (Frankfurt) GmbH, said he thought that the climate for automobile sales in Europe and at home would deteriorate next year.

"This will affect VW in particular," he said.

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BUSINESS PEOPLE

Dean Witter Hires 27 From Salomon

By Arthur Higbee
International Herald Tribune

Dean Witter Reynolds Inc. in an effort to rebuild its municipal-bond operation, has hired 27 municipal-bond specialists, including two managing directors, from Salomon Brothers Inc. Salomon announced last month that it was abandoning the municipal business because of low profits and was laying off about 800 employees.

John M. Donovan and R. Fenn Putnam, who had been managing directors in the municipal-finance department at Salomon Brothers, have been recruited by Dean Witter as executive vice presidents for municipal finance.

The New York Times reported that Dean Witter was moving to deepen its involvement in municipal finance at a time that the business has been racked by overcapacity and fewer new issues. This hostile environment has been cited for the departure from the field not only of Salomon but also of L.F. Rothschild Inc. and Continental Illinois National Bank & Trust Co. Smith Barney, Harris Upham & Co. is also curtailing its municipal-bond operation sharply.

Dean Witter has had only a minor presence in public finance since 1981, when many of the company's best public-finance personnel resigned after it was acquired by Sears, Roebuck & Co. Its public-finance unit is based in Atlanta,

and the group has wielded little clout compared with the leaders in the field, including Morgan Stanley, Merrill Lynch, Goldman, Sachs, and, until recently, Salomon Brothers.

Roeding Co., the Seattle airmen manufacturer, said its chairman, T.A. Wilson, would retire on Dec. 31. Mr. Wilson, 66, has been chairman since 1972. Frank A. Shrontz, 55, president and chief executive officer, will assume the additional title of chairman.

Fokker NV, the Dutch aircraft manufacturer, which has been in financial difficulty, said it planned to appoint Erik-Jan Nederkoorn, currently financial director of Transal, the Dutch oil company, as a member of its board of management. A rescue plan for Fokker announced by the government last week was contingent on the company board's being strengthened.

Woolworth Holdings PLC, the British retailing group, said Malcolm Parkinson had resigned as chief executive of its F.W. Woolworth subsidiary. It gave no reason for his departure, nor did it name his successor.

CBS Inc. said B. Donald Grant, president of its entertainment division since 1980, had resigned. No replacement was immediately named. CBS said Mr. Grant would form an independent production company linked to CBS and would become a consultant for the net-

work. CBS undertook a radical change of its television program schedule this fall in an effort to improve its ratings, which have fallen behind those of NBC, a unit of General Electric Co.

Allied-Signal Inc. of Morristown, New Jersey, said its vice chairman, Forrest N. Shumway, would retire early both from management and the board, effective Jan. 1. Mr. Shumway, 60, had been chairman and chief executive of Signal Co. before Signal was acquired by Allied in 1985.

American Greetings Corp. of Cleveland said its president, Morry Weiss, had been named to the additional post of chief executive. Mr. Weiss, 47, succeeds Irving I. Stone, 78, who remains chairman. Mr. Stone is one of three sons of Jacob Sapirstein, who started the company in 1906, selling postcards from a horse-drawn wagon. He died in June at the age of 102. Mr. Weiss, president since 1978, is married to Mr. Stone's daughter, Judith. The company, with revenues approaching \$1.2 billion, is the second largest greeting card company after Hallmark Cards Inc.

Exxon Corp. said Tuesday that Sidney J. Reno, an executive vice president of Exxon Co. International, would succeed Richard G. Reid as president of this international division on Jan. 31, when Mr. Reid retires.

\$27.5 Million In Bonus Offers At Bond Corp.

Agence France-Press

PERTH, Australia — Alan Bond, the financier and yachtsman, says he plans to hand out bonuses totaling 41 million Australian dollars (\$27.5 million U.S.) to retain the services of his top executives.

The biggest payment, 10 million Australian dollars, would go to the managing director of Bond Corp. Holdings, Peter Beckwith. In return, Mr. Beckwith would be asked to agree not to join a rival company for four years if he quit the Bond company.

Five other senior Bond executives would have to agree to remain with the organization for five years to qualify for payments. Bond Corp. is a diversified brewing, media, property, oil, gas and mineral resources group.

Mr. Bond, 49, headed the yacht syndicate that brought the America's Cup to Australia in 1983. The syndicate's yacht was eliminated in races in which Dennis Conner in Stars & Stripes regained the cup for the United States.

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How the extremely rich invest to stay that way.

(Details in this paper soon)



A member of the ANZ Group

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Akzo Profit Dropped 20% In Quarter, Share Price Falls

Reuters
AMSTERDAM — Akzo NV, the Dutch chemical company, said Tuesday that third-quarter profit fell 20 percent to 155.8 million guilders (\$80 million) from 195.3 million a year earlier. The news of the lower than expected earnings sent its share price plunging.

Akzo shares fell 18 guilders to close at 99 guilders on the Amsterdam stock exchange.

The lower profit was caused

largely by a loss in Akzo's chemical fibers business. Profit per share, at 3.88 guilders, was down from 4.87 and far below market expectations of 4.50 guilders, dealers said.

Sales rose 3 percent to 3.75 billion guilders from 3.75 billion.

As a result of the third-quarter results, the company said it expected profit for the full year to fall below last year's level of 840 million guilders.

"We're trailing too far behind last year's profit level to be able to bridge the gap in the fourth quarter," said Slob Bergsma, a board member. "But we still think the final result will be good."

For the first nine months, profit totaled 526.8 million guilders, down 16.6 percent from 526.8 million in the comparable 1986 period.

The chemical fiber business lost 24 million guilders in the third quarter after a profit of 58 million a year before. For the first nine months, the profit totaled only 45 million guilders, Mr. Bergsma said, down sharply from the comparable figure of 226 million.

He said the decline in earnings in the fiber business reflected falling market prices and rising raw material costs this year, which contrasted sharply with last year when market prices held steady while raw material costs fell.

Mr. Bergsma cited the declining dollar as the main factor forcing Akzo to cut margins to maintain its market share.

Akzo recorded a 26 percent increase to 29 million guilders in operating profit from its Akzo Consumer Products division, which it is planning to sell to Sara Lee Corp.'s Dutch subsidiary for 1.25 billion guilders.

Akzo expects the transaction to be completed by December, Mr. Bergsma said, for an extraordinary gain of 450 million guilders. Royal Dutch/Shell Group has a 49 percent stake in this Akzo unit.

Mr. Bergsma said he was expecting fairly flat results for the whole year, while others said they believed group net profit could rise to at least 600 million DM from 580 million DM in 1986.

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Company Results

Revenue and profits or losses, in millions, are in local currencies unless otherwise indicated.

Canada

Alcan
 1st Quarter: 1987 1986
 Revenue: 4,075 3,853
 Profit: 683 683
 Per Share: 3.75 3.39

Imperial Oil
 1st Quarter: 1987 1986
 Revenue: 1,512 1,458
 Profit: 312 312
 Per Share: 1.71 1.59

Bank of Montreal
 1st Quarter: 1987 1986
 Revenue: 1,512 1,458
 Profit: 312 312
 Per Share: 1.71 1.59

Bank of Nova Scotia
 1st Quarter: 1987 1986
 Revenue: 1,512 1,458
 Profit: 312 312
 Per Share: 1.71 1.59

Bank of Toronto
 1st Quarter: 1987 1986
 Revenue: 1,512 1,458
 Profit: 312 312
 Per Share: 1.71 1.59

Bank of the North West
 1st Quarter: 1987 1986
 Revenue: 1,512 1,458
 Profit: 312 312
 Per Share: 1.71 1.59

Bank of the West
 1st Quarter: 1987 1986
 Revenue: 1,512 1,458
 Profit: 312 312
 Per Share: 1.71 1.59

Bank of the South
 1st Quarter: 1987 1986
 Revenue: 1,512 1,458
 Profit: 312 312
 Per Share: 1.71 1.59

Bank of the East
 1st Quarter: 1987 1986
 Revenue: 1,512 1,458
 Profit: 312 312
 Per Share: 1.71 1.59

Bank of the Middle
 1st Quarter: 1987 1986
 Revenue: 1,512 1,458
 Profit: 312 312
 Per Share: 1.71 1.59

Bank of the West
 1st Quarter: 1987 1986
 Revenue: 1,512 1,458
 Profit: 312 312
 Per Share: 1.71 1.59

Bank of the South
 1st Quarter: 1987 1986
 Revenue: 1,512 1,458
 Profit: 312 312
 Per Share: 1.71 1.59

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U.S. Futures

Via The Associated Press

Nov. 3

Season	Season	Open	High	Low	Close	Chg.
High	Low					

Grains

WHEAT (CBT)					
5,000 bu minimum - dollars per bushel					
125	2.47½	Dec	2.84	2.88	2.80% 2.82% —.06
134½	2.53	Mar	2.98½	2.98¾	2.93½ 2.95 —.05½
148	2.61	May	2.98½	2.99	2.93 2.95 —.05½

CURRENCY MARKETS

U.S. Bonds Rise as Stock Market Renews Decline

NEW YORK — Prices of U.S. government bonds gained as much as a point Tuesday as the U.S. stock market slumped and investors showed better than expected interest in the first phase of the Treasury's quarterly refunding.

The Federal Reserve Board's generosity with reserves to the banking system also helped support prices, dealers said.

The Treasury's 30-year bond rose 1 1/2 points, or just more than \$10 for every \$1,000 in face value, to 96 15/32 from Monday's finish.

"The bond market gets hooked on a lot of different things over the course of a year, but right now they are watching stocks," said Maury Harris, economist for PaineWebber Group.

In the past two weeks, bond prices have soared as skittish investors looked for a safe haven from plunging stock markets worldwide.

The Treasury began its \$23.75 billion quarterly sale on Tuesday by auctioning \$9.76 billion in three-year notes. It will sell 10-year notes and 30-year bonds later in the week.

The notes were sold at an average yield of 8.03 percent, below the 8.05 percent in midday when issued trading. The notes, with an 8 percent coupon, were sold at an average price of 99.921.

The highest accepted yield was 8.05 percent, and the ratio of bids to the amount required was 2.38. Both figures indicated moderate, but not heavy, demand.

The average yield was up from 7.94 percent at the last auction of three-year notes on Aug. 11 and was the highest since 8.11 percent issued on Feb. 18, 1986.

Bonds opened lower in early trading in reaction to the depressed level of the dollar, which has slumped against the yen and Deutsche mark.

Traders were concerned that continued declines in the dollar could discourage foreign investors from buying dollar-denominated securities.

But bond prices quickly reversed course in light dealings as stock prices fell and the dollar recovered some ground.

(Reuters, AP)

DOLLAR: Currency Slides to Postwar Lows as Bonn Accepts Weaker Level

(Continued from Page 1)

downward pressure on interest rates.

West Germany's economic leaders have opted to stay with their policy of moderate growth based on tightly checked inflation and a cautious approach to monetary policy.

They maintain that this policy is already providing more than enough funds to keep gross national product, the nation's total output of goods and services, growing at an annual rate of 1 percent to 2 percent.

But the United States and many of West Germany's European trading partners have repeatedly called for West Germany to boost its domestic economy in an attempt to spur European economic growth, ease world trade imbalances and calm the financial markets.

The dispute was intensified by the world stock crisis.

The U.S. Treasury secretary, James A. Baker 3d, has described the Bundesbank as being obsessed with inflation and accused bank officials of causing upward pressure on interest rates.

Mr. Pohl rejected that criticism on Monday, saying Germans were not neurotic about inflation and asserting that the global rise in interest rates was started in the United States.

International economists said

such finger-pointing was senseless given the current problems.

"I think at some point in time, West Germany will realize the world is more concerned with deflation right now than inflation," said A. Gary Shilling, an international economist for Shilling Services in New York.

"I understand their historical fear of inflation but this isn't the 1920s," he said. "A lot of assets have been destroyed since the stock crash and excessive money supply growth isn't a problem. But they show no signs of acting."

An economist for a major West German bank in Frankfurt said the uncertainty that has dominated financial markets since the stock crisis made it imperative that the government and the Bundesbank stand ranks with other industrial nations.

"Something must be done very soon," he said. "This is a dangerous

situation where being convinced of your own policy's correctness matters less than closing ranks and showing flexibility."

Howard Kurz, a currency expert who heads Buchen Kurz & Co. Inc. in New York, said he saw West Germany's steadfast posture on monetary policy as part of a strategy to force the United States to take fundamental steps to correct its economic problems.

In New York, the dollar closed at 137.50 yen, up from 136.95 on Monday, at 1.4170 Swiss francs, up from 1.4140, and at 5.8430 French francs, up from 5.8080.

The dollar was lower against the British pound, however, which closed at \$1.7420, against \$1.7400 on Monday.

Earlier in Paris, the mark hit a record high of 3.4090 French francs at the fixing, against 3.3995 at Friday's fixing, the last day of trading.

GOLD: For South Africa, Precious Metal Softens Impact of World Stock Crisis

(Continued from first finance page)

year will drop to 600 tons from last year's 640 tons, gold revenue will increase because of the rising price on the world markets.

A study by Stellenbosch University economists estimates that South Africa's export revenue this year will show a barely perceptible decline despite a year's punitive trade sanctions, a weakening of the international economy as a whole and a rebound of the South African rand from its downswing during last year's racial upheavals, which reduced the competitiveness of South African products.

Standard Bank of South Africa is forecasting a 5 percent growth next year in gross domestic product, the country's total output of goods and services minus income from operations abroad.

Nowhere is the cushioning power of gold displayed so starkly as in the effects of the sanctions legislation adopted by the U.S. Congress in October 1986 over President Ronald Reagan's veto.

At the time, Senator Nancy Landon Kassebaum, a Kansas Republican, who is chairman of the Senate subcommittee for African affairs, estimated that sanctions would cost South Africa \$350 million in the first year.

However, U.S. economists predicted that an \$18-per-ounce rise in the gold price at then current sales levels would more than cover the export losses.

A year later, their estimates have proved to be not far off the mark.

According to some independent estimates, sanctions have affected 2 percent to 3 percent of South Africa's total exports of roughly \$15

billion, which squares with Senator Kassebaum's prediction.

At the same time, the price of gold has increased several times over the required \$18-an-ounce sanctions cushion.

It is little wonder then, economic analysts here say, that the government of President Pieter W. Botha feels sanguine about the effects of sanctions and disinvestment, in the short run at least.

"In reality, we have gold," said an executive of one of South Africa's largest gold-producing companies.

leeway to tell the world where to get off," said the analyst.

At the same time, gold revenue is important for South Africa's purchase of imported goods, a luxury for a country facing tight credit restrictions from international donors.

"Growth in South Africa is highly geared to imports," said one industry analyst. "With the squeeze on foreign capital, we have to pay for all imports through current accounts, so every dollar that comes

combined production to nearly half that of South Africa."

Simultaneously, the Communist bloc countries last year doubled their 1985 sales to an estimated 402 tons. China has also emerged as a major seller to the non-Communist world for the first time in a decade.

Extra gold supplies, some analysts say, could cause a yearly gold surplus of more than 20 million ounces, driving the price down.

Moreover, although the gold price has soared in relation to the U.S. dollar, its level against other major currencies, including those of such important South African trading partners as Japan and West Germany, has not kept pace.

Additionally, if the stock markets continue to fall and a worldwide recession occurs, a prolonged interest in gold as a safe haven could not be counted on, according to market analysts. They said that during most of the 1980-81 recession, which was caused by oil price rises, the price of gold fell.

A senior mining company executive here said there was a danger in becoming too complacent about the insular effects of gold.

"When the Dow Jones slipped 22 percent on 'Black Monday,' we all smiled and said, 'O.K., we can go home,' because we knew gold was going to go up," he said. "We thought everybody would say, 'Buy gold.'"

But the gold price has held steady at about \$470, he said, because "people are so shocked, so unsure of their judgment that they don't know what to do with that cash."

"But what if the herd syndrome takes over," the executive asked, "and everyone says, 'Sell gold?'"

Increases in the price of gold give the South African government a certain amount of leeway to tell the world where to get off, one analyst said.

Another industry analyst noted that increases in the price of gold reinvigorate business confidence in South Africa, which sank at the outset of last year's sanctions and disinvestment campaigns.

At the same time, the analyst said, gold price increases tend to enhance a feeling of defiance and invincibility within the government and, as a result, tend to color political considerations of how to deal with international pressure for dismantling apartheid.

"It gives them a certain amount

in from gold helps to pay for imports."

Viewed from another perspective, gold also provides funds for the government's program of cautious political reform.

Part of the government's strategy is to pacify black townships through upgrading of housing and services, which will cost millions, leading increased importance to export revenue, government officials said.

Industry executives say they are aware of some clouds around the gold lining.

For one, the demand by makers of gold products, mostly jewelry, appears to be flattening out at a time when the three major non-Communist gold-producing competitors, the United States, Canada and Australia, are increasing their

Tuesday's OTC Prices

NASDAQ prices as of 2 p.m. New York time.

Via The Associated Press

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POSTCARD

The Kosher Constabulary

By Marianne Yen
Washington Post Service

NEW YORK — Navigating among carcasses hung from metal hooks, sidestepping chunks of fat and gristle strewn on the concrete floor, the man in the white lab coat and hard hat paused in front of an elderly butcher wielding a 12-inch knife.

"You gotta cut these veins out!" Max Goldgrab shouted above the din of meat processing.

"I know, I know," the butcher replied as he de-veined the meat.

Goldgrab, 67, and his partner Malcolm Mintz, 58, are known as the Storky and Hutch of New York's kosher police. More precisely, they are inspectors for the kosher division of the New York State Department of Agriculture and Markets. Founded in 1882, the kosher division polices the billion-dollar kosher meat industry to help ensure that the one million kosher consumers in the United States, get what they pay for.

Goldgrab and Mintz make daily inspections like this one to determine whether meat labeled kosher is indeed prepared in accordance with Jewish dietary laws. They are part of a 12-person inspection force headed by Rabbi Shmuel Rubin, 61, an Orthodox rabbi.

"Kosher doesn't taste any better; kosher isn't healthier; kosher doesn't have less salmonella," Rubin said. "Religion is not based on logic. You can eat a Holly Farm chicken and know the difference. But a Holly Farm chicken sells for 39 cents a pound on sale. Kosher chicken, especially right before the holidays, can sell for \$1.69 a pound."

What is a state agency doing enforcing 3,000-year-old dietary laws prescribed for Jews in the Book of Leviticus? "People think that kosher only involves Jewish people, but there are Moslems and other groups that patronize kosher products," said Anthony Papa, assistant agriculture commissioner. "We in the Department of Agriculture do not view our job as sanctioning religion. We're only interested in truth in labeling. It is our job to make sure the consumer is not defrauded."

Although much of the unit's work is routine, inspectors some-

times descend on more glamorous establishments in unannounced raids. A recent target was the finer Queen Elizabeth 2, which was serving prohibited hindquarters of meat to kosher passengers.

"I could sound very heroic, but it was so simple," Rubin said. "I was watching the news one day and I saw people getting off the QE2, complaining that it wasn't ready to sail. I wondered, of all the things they failed to put in order, if one of them wasn't the kosher kitchen. So I sent my men out there and they found violations." Command Lines acknowledged the infractions and paid a \$2,400 fine.

Their most memorable caper involved a company in the Catskill Mountains that "got away with murder for 40 years," Mintz said.

Cracking the case required them to don their wigs and hang around the marketplace in the middle of the night picking up bits of information. Federal agriculture officials helped by planting an agent who identified non-kosher meat that was being sold to kosher restaurants.

When they had collected enough evidence, state troopers made the arrests, and the company was fined \$25,000 and "lost all their kosher clientele," Rubin said.

RUBIN, who came here from Poland in 1933, joined the force in 1975 as a \$14,000-a-year inspector and has been chief of the unit for nearly a decade. "I inherited an agency whose philosophy was, do as little as you can, don't make waves," he said. Instead, Rubin began shaking things up.

"It's very hard to find men who have integrity, who know the meat line, and who are willing to work for \$20,000 to start. An inspector can make a lot of money if he's on the take," Rubin said. "So I set rules. No free meals. No coffee. If a policeman is honest, a kosher inspector should be doubly honest."

Rubin also heads a Bronx synagogue. "I'm an Orthodox rabbi. Our salary isn't exactly like the fringe benefits. So there's a need for an other job," he said. Rather than question his dual role, Rubin said, congregation members proudly tell people that "my rabbi is keeping New York State kosher."

Daniel Auteuil's Success With Ugliness

By Richard Bernstein
New York Times Service

PARIS — Here is Daniel Auteuil, arguably France's hottest young actor these days — or, at least, the one who got the best actor award at the French version of the Oscar ceremonies in Paris this year — and he doesn't look it.

He receives a visitor in an apartment in the unfashionable Forte de Saint-Cloud area of Paris, and the apartment has nothing of the movie star in it. There are a few sticks of cheap furniture, a bookshelf with not very many books, a few movie records and a compact disc, a picture of his girlfriend's grandmother — none of himself, not even one in his black tie and dinner jacket receiving the César.

He did not always live like a graduate student. Before he attained star status, able to command his roles rather than be commanded by them, he had fast cars and expensive apartments. Paradoxically, as he tells it, it was success that changed his life and his tastes.

Auteuil is a slim, dark, 38-year-old stage and screen actor who has tended to play a kind of young urban hipster and hustler, a nervous, roguish, vaguely vulnerable, excitable Parisian good at seducing pretty women and getting into funny trouble. For several months earlier this year he played just such a character at the Théâtre du Palais-Royal — purporting other men's wives and paying the hilarious consequences — in a fluffy situation comedy called "Amuse-Gueule" (a slangy term for appetizer).

But last year, Daniel Auteuil got serious. He dazzled the French with his performances in "Jean de Florette" and "Manon des Sources," a two-film series based on novels by Marcel Pagnol, the chronicler of the homey struggles and disasters of the parched hills behind Marseille.

"Jean de Florette" and "Manon des Sources," directed by Claude Berri and also starring Yves Montand, Gérard Depardieu and Emmanuelle Béart (who is the granddaughter of the woman on Auteuil's bookshelf), were something of an event in France, which felt a kind of collective nostalgia for Pagnol, who died in 1974, and his disappearing world.

Auteuil was not expected to steal the show, not in that stellar company. But he did, playing a character called Ugolin, a simple, dim, scheming, unattractive and yet somehow sympathetic, or, at the least, pitiable, peasant — described by Pagnol as "thin and wiry like a goat" — who meets, first, with undesired success and then deserved disaster. He is a certain emblem of a certain disappearing rural France, where the cunning, calculating, earthbound, and at the same time, dreamy peasant has the status of legend. In any case, Ugolin changed Auteuil's life.

"I used to have to do a lot of



Daniel Auteuil (right) with Yves Montand in "Manon des Sources."

junk. I earned and spent a lot of money. I lived well, but I was always being dragged along by some film I had to do in order to maintain that kind of life. All of that has changed now. The sort of I'll-get-it-one-day that 'Jean de Florette' brought along has taught me the taste of luxury in the world of work and in my choices. I found my most precious dance partner. It's very precious to do what you want to do."

It took 17 years for Auteuil to reach his current enviable position. He was born in Algeria, where his parents, opera singers in a touring troupe, were performing. He was living in Avignon when he decided that he wanted to become an actor.

"I packed a suitcase and went to Paris when I was 20 to try to get into the Conservatory of Dramatic Arts, but I was rejected three times," he said. His chance, after that failure, came with an American production in Paris of the musical "Godspell." Auteuil auditioned — "It's cruel, you know, kind of like 'Chorus Line'" — and he was one of 10 actors chosen from 1,500 applicants.

"I did musical comedy for the next two years. And I learned a lot of things, a kind of discipline that led me eventually to a certain self-discipline. I learned a lot of details of the profession that served me well in the theater later, especially this way the Americans have of saying, 'Sing, don't be

afraid, you're Frank Sinatra.' It's a certain way the Americans have of taking possession of the situation, of pushing expression to the limits, broadening it by virtue of energy and good health."

"Godspell" was followed by a busy career in movies and on the stage.

Then Claude Berri came up with the idea that Auteuil might play Ugolin.

"I read the novels, and I was absolutely subjugated by the story and by the very powerful feeling that only I could play this role," Auteuil said. "You know, it was one of those things, a kind of Arc sort of experience, where you say 'That's it, I've got to have it.'"

"So, I went to see Berri and he told me, 'You're too handsome for the part.' I was flattered, but I was terrified. I went home and cut my hair just any old way, leaving holes all over. I dyed myself a kind of rust color, following Pagnol's description of Ugolin. I let my beard grow and went back to see Berri 15 days later. We pushed the makeup a bit further. I had the idea of putting on a false ear to accentuate the asymmetry of my face, and Berri had the idea of using false teeth."

"Then, for six months, I didn't work, or, more accurately, for the first time in my life, I discovered the luxury of working at my pace. I dreamed about Ugolin a lot, until I got to that point where a certain alchemy takes place and the character that you dream about takes on a total kind of reality."

Portraying Ugolin — an uncomprehendingly simple man destroyed by greed and hopeless love — with tenderness and mercilessness at the same time, Auteuil makes him a human figure but one redeemed by the simplicity of his urges and by his guilty conscience.

"For me, Ugolin is someone chosen by a high instrument of destiny, but he doesn't know it. And, during the filming, it was important for me not to know it either. In fact, I didn't want to know anything. I just let myself be carried along by the character himself. Now, I'm less obsessed. I'm obsessed more by life than I am by acting, and the inevitable result is I act better."

Corbache Is Launched As International Author

In Washington, Soviet Ambassador Yuri Dubinin got the first U.S. copy of "Perestroika," Mikhail Gorbachev's new book on his restructuring program. It was presented by Michael Bessie, senior vice president of Harper & Row, who coincided with the Soviet leader's speech in Moscow. Bessie said the 256-page book would go on sale in the United States and 17 other countries in two weeks. "It's a real book," he said, "not a speech, not an amazing propaganda, but a real book."

The Italian fashion designer Valentino was awarded the Médaille de Vermeil of the city of Paris on Tuesday for his contributions to French fashion — Coven's company is French, and he shows his collection only in France. The medal was given in a ceremony at the Hôtel de Ville by Alain Juppé, the budget minister and mayor's deputy to Prime Minister Jacques Chirac, who is also mayor of Paris.

The Soviet pianist Lazar Berman played a Liszt concerto with the Leningrad Philharmonic at Carnegie Hall, but the novelty was the U.S. debut of the Fazioli F308 concert grand piano — a 10-foot-2-inch monster with four pedals, a three-part lid and a fighting weight of 1,518 pounds. It is the product of Paolo Fazioli, a pianist and engineer who formed a small company in 1981 near Venice, turning out a line of grand pianos topped by the F308, of which there are only three so far. At \$77,000 or so, the F308 tops the 1,000-pound Bösendorfer Imperial, which sells for around \$100,000. Harold C. Schenberger of The New York Times thought it had a "clear, ringing treble and plenty of power," but that the bass "may take some getting used to." Berman praised the F308 as a "bel canto piano," but said he had not stopped loving his Steinway.

Donna Rice, whose relationship with Gary Hart ended the former Colorado senator's 1986 Democratic presidential hopes, has broken off negotiations with ABC to make a film about Hart and herself. Both Hart's attorney and an ABC spokesman said the project had foundered because of what they called creative differences.

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